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March 1984

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE



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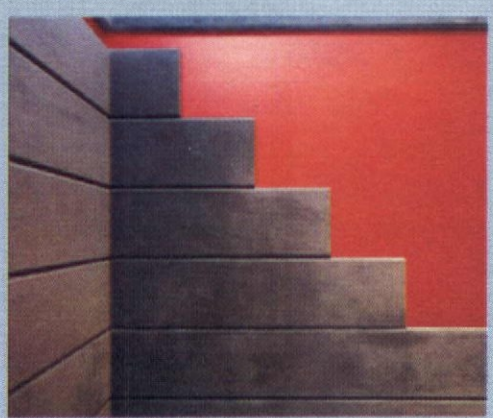
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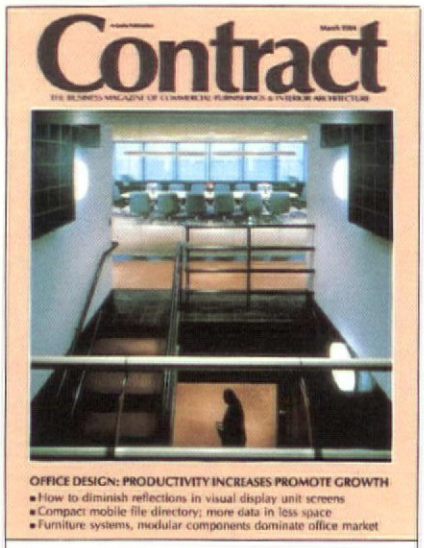
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Cover: *Art Deco design treatments and materials provide subdued, yet contemporary interiors for Miami office of law firm Holland & Knight. Cover by graphic artist George Koizumi illustrates March office design issue theme.*

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THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

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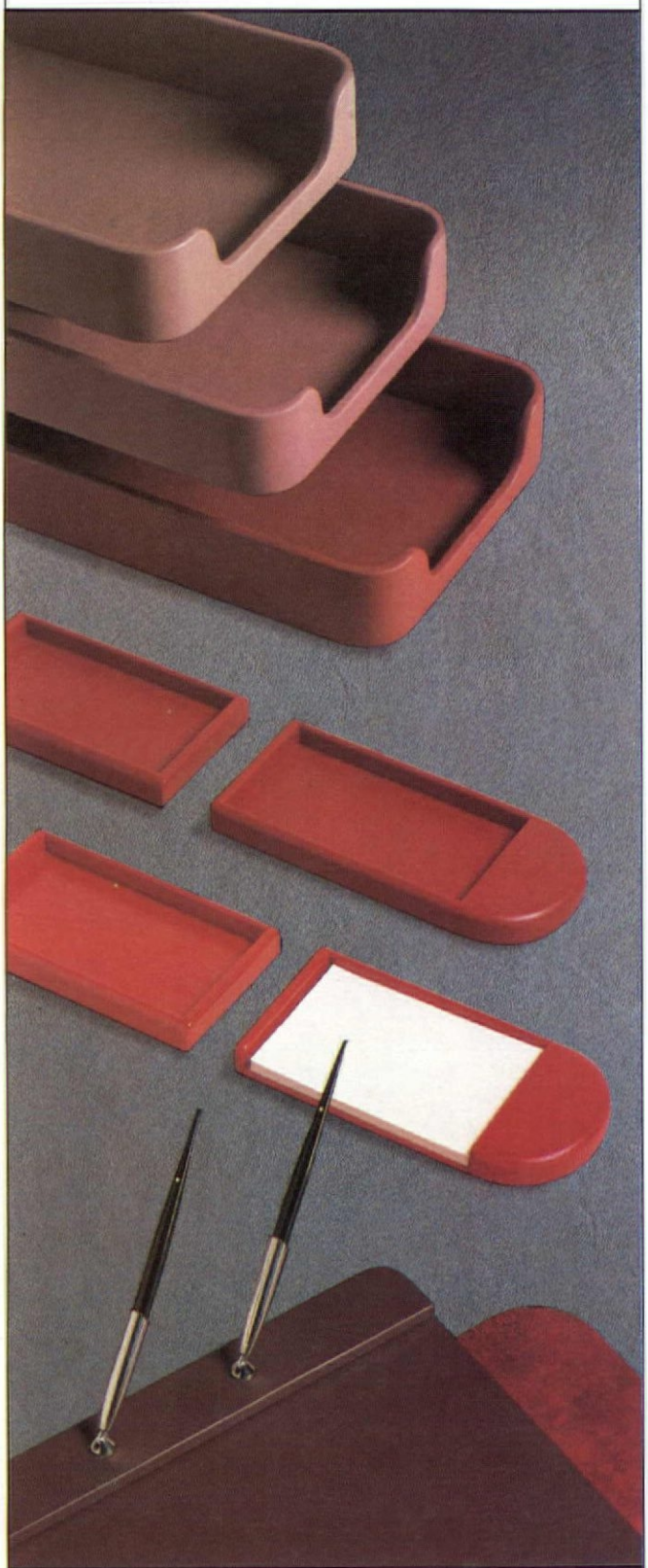
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Vol. 26 No. 3

April: Executive Buyer Edition/Hospitality & Restaurants circulates to 5,000 additional readers, including owners and managers of hotels, restaurants, and clubs. Issue offers latest information on timely hotel and restaurant installations as well as an overview of new furnishings introductions slated for the hospitality market. Also included are Wallcoverings/Surfacing Materials Source Guide and CONTRACT's third countdown to NEOCON 16. Previewed is the National Restaurant Association (NRA) Show, May 19-23, Chicago.

May: NEOCON 16 Preview Issue features comprehensive, floor-by-floor advance coverage of the contract industry's most important event, the 16th annual Exposition of Contract Furniture & Furnishings at The Merchandise Mart, June 12-15, Chicago. Also included is a preview of NEOCON International and activities taking place at contract showrooms throughout Chicago. A tear-out guide to NEOCON exhibitors and showroom locations as well as extra distribution at the show are key issue features.

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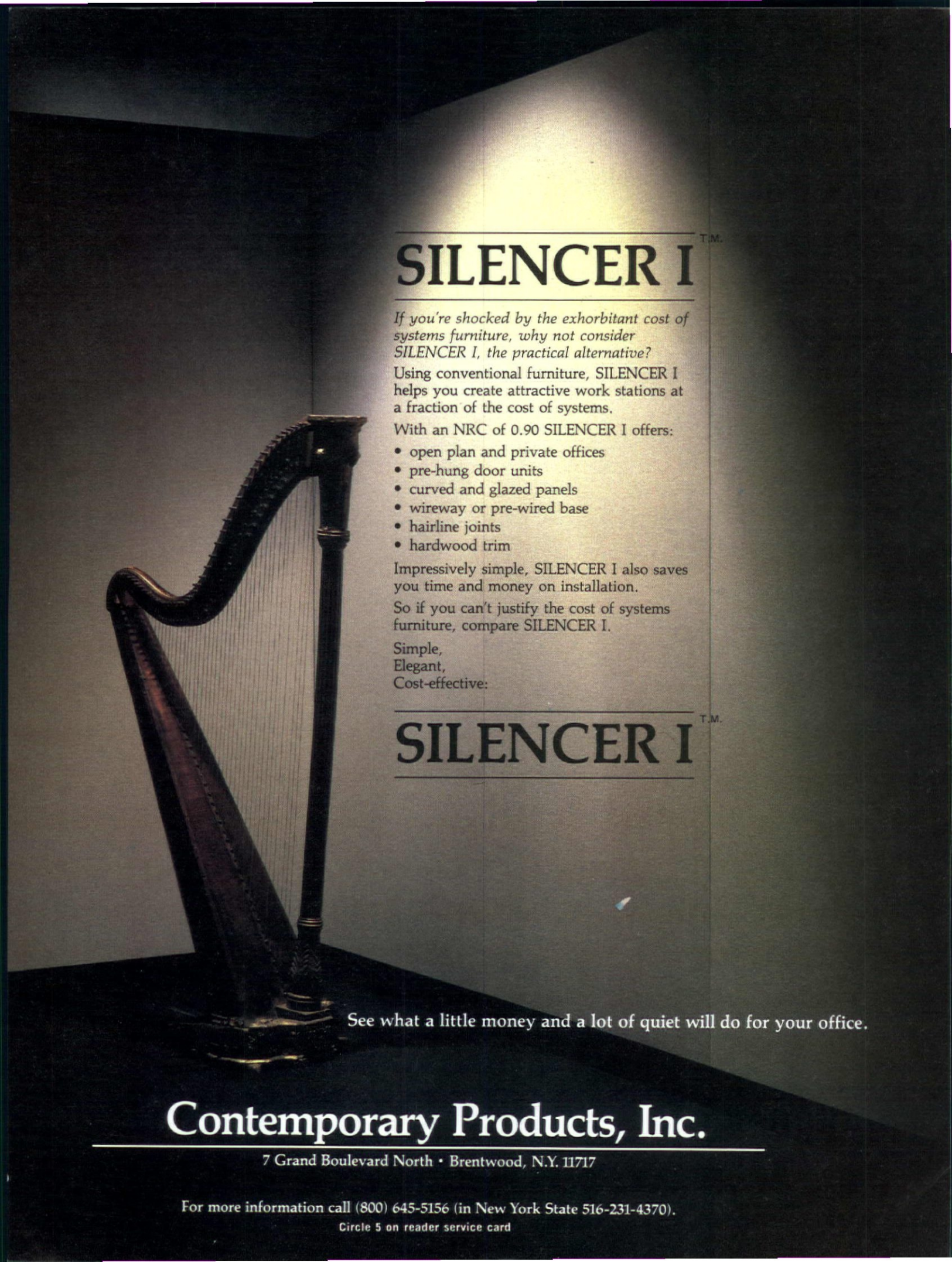
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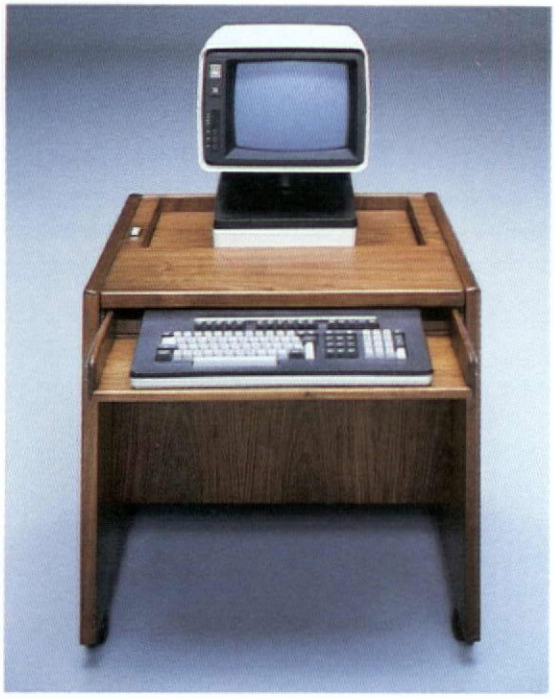
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CONTRACT COMMENTARY

PROGRAMS DEVELOPED BY ASID/IF BOOST DIALOGUE

Four times a year, during NEOCON and other major markets, the American Society of Interior Designers (ASID) Industry Foundation (IF) sponsors day-long educational seminars of special value to the design community. These activities are usually over-subscribed, indicating their usefulness to the design professional.

The IF's quarterly events represent an expanding program designed to strengthen working relationships between the IF's over 1,100 manufacturer members and ASID's own designer population. Each group is becoming sensitized to the specific needs of the other, helping smooth the road they travel together. Like a good marriage, the relationship requires work, so that late deliveries, incorrect specifications, or a total lack of communication won't strain relations between designers and their manufacturer counterparts.

It is therefore commendable that recent changes have been undertaken by the Industry Foundation to dramatically enhance its service role. As one example of this change, membership in the IF's steering committee has been pared down to manageable size—from 50 to 25. Half of the members are from industry, half from ASID membership. CONTRACT's co-publisher/editor Len Corlin serves as Editorial Advisory Member and a Committee Co-chairman of the organization.

In addition, through a set of guidelines adopted recently, the IF is now better able to respond to local chapter activities through a definition of IF member-company responsibility to individual chapters. As a result, unrealistic expectations on either side are being diminished.

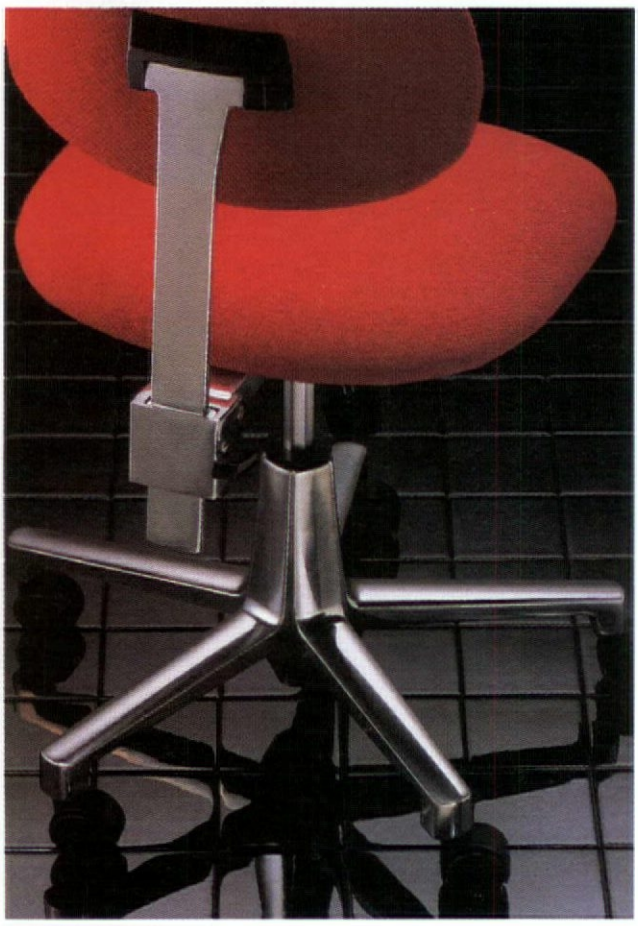
We think the IF's evolution into areas that foster a productive industry/designer relationship is worth your support.

Roberta Walton

Managing Editor

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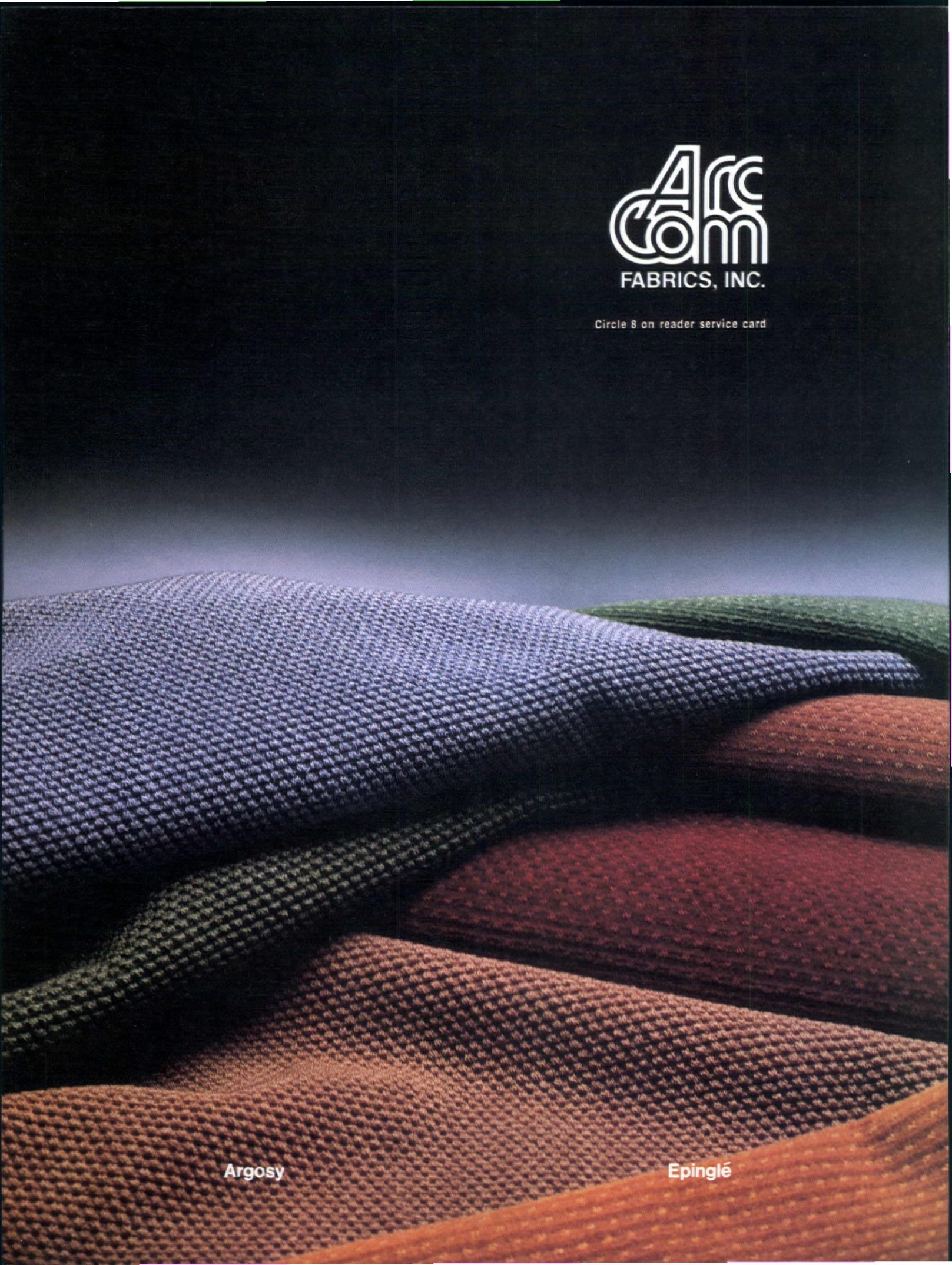
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LETTERS

Food for thought offered on lunchtime presentations

Dear Editor: In large metropolitan areas, it has become common practice for design and architectural firms to permit interior specifiers to attend product presentations by furnishings companies only at lunch. I consider this trend to be a serious and growing problem in our industry as it points to a decline in the specifier's interest in obtaining real product knowledge.

Restricting product presentations to the lunch hour not only robs the designer of free time to enjoy food or run an errand; it prevents the presenter from having lunch at all. In addition, I find it offensive that the product presentation "service" is taken so lightly in many cases. Conference rooms reserved months in advance are frequently preempted at the last minute by those higher on the managerial ladder than the resource librarian who arranged the meeting. Many designers do not even attend meetings because of pressing deadlines or claims of "more important things to do." Thus, accurate attendee counts are impossible to predict and these lunches are often wasted.

Recently, our firm arranged luncheon meetings months in advance with several prestigious architectural and design firms in a western city. When we arrived at one of these meetings, we discovered that the conference room reserved for our presentation was unavailable. We convened at a table in the open resource library located between a stairwell and exit door. Throughout the meeting, passers-by distracted both my audience and myself. One-half of the scheduled attendees did not show up, while one designer arrived late, ate her lunch quickly, and left early. And, at a crucial point in the presentation, a partner in the firm came down the stairs, made a facetious remark in passing, and walked away.

As a businessman responsible to company stockholders, I am aware of the value of time and sympathetic to the need for firms to make a profit. However, knowledge of product is essential to the decisions designers must make for clients. I believe that a specifier's "billable time" should be fat enough to allow for orderly, unhurried, and straightforward presentations which do not compete with food consumption. At the same time, salesmen must take their responsibility seriously enough to use that available time to maximize designer education. Only in doing so can we all best serve our companies, industry, and the public.

PHILIP C. COOPER
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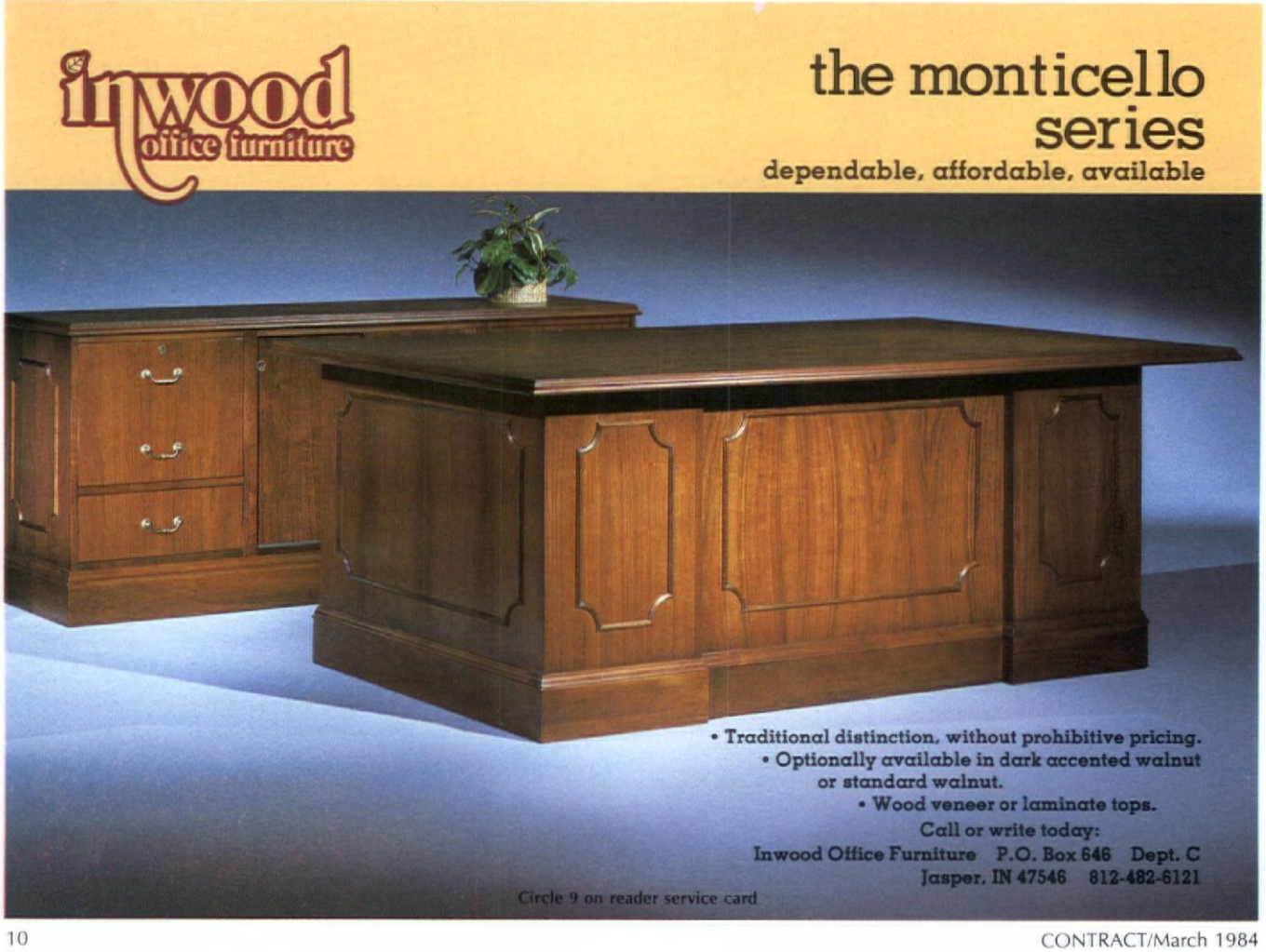
Errata

Color compositions used to illustrate CONTRACT's January issue article, "Grayed Colors Move Contract Toward Multicolor Palette," page 174, were created by graphic artist Kevin Beers.

The VERTEBRA chair shown in Milan Fair coverage, pages 30-35, December, 1983 issue is manufactured under license by Castelli, not COM as indicated. COM has been appointed manufacturer of DORSAL seating. Both products are available through Krueger in the United States.

Artwork available through WW Graphics shown on page 90 of December, 1983 issue article, "Contract Art Takes Variety of Forms," pages 88-93, is titled "Santa Fe." The correct artist for the limited edition serigraph is Robert L. Bowley. Photo shown for William Plante Photography on page 92 is correctly titled "Where Winter Walks."

Photos on pages 184-185 of January issue article "Training Centers Require 'Total Environment' Design" show office/education center for Los Angeles computer software producer Management Science America Inc. Space design services for this project were provided by Godwin & Associates, Atlanta.



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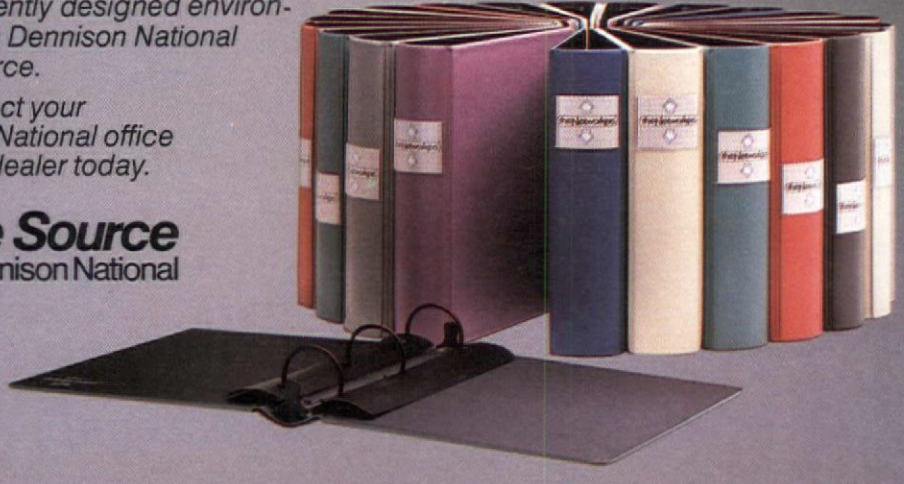
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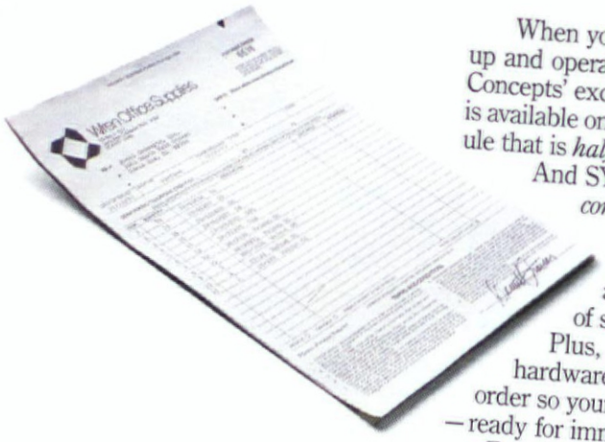
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Gold Key Awards given during IH/M&R Show

New York—First place winners in the Gold Key Awards for Excellence in Interior Design competition, sponsored by the American Hotel & Motel Association (AH&MA), were announced during the recent International Hotel/Motel & Restaurant Show at the New York Coliseum.

Winner in the guest room category was the New York Hilton, Elizabeth Shean and David Erwin designers, Shean-Nesbitt Inc. Absolutely Gloria's, Edwin Bronstein and Bill Cheeseman designers, Edwin Bronstein Associates, was the winner in the dining area/restaurant category; Systematics Guest House, Georg Andersen, designer, Cromwell Interior Design, won in the meeting area category.

A "home away from home" approach was used by Shean and Erwin to create the winning N.Y. Hilton suite, a space too small to house conventional hotel furnishings.

Combines utility, esthetics

To create intimacy and cut down on unnecessary furniture, a sleek utilitarian column was devised to separate sleeping and living areas. The column houses a television on a turntable which permits viewing from both areas.

In the bedroom, three flush drawers serve as a dresser. Walls, draperies, upholstery, and carpeting are warm and neutral. Black furniture by Shean-Nesbitt, art, sculpture, and polished brass accents add style and drama.

Absolutely Gloria's, a restaurant and charcuterie, was designed to be memorable. An interior surrealist landscape



Recipients of Gold Key Awards for Excellence in Interior Design are: New York Hilton (above); Absolutely Gloria's (upper r.); and Systematics Guest House (lower r.).

features an 85-ft. cloud mural as the view and can be seen from both inside the restaurant and out. Color combinations are unexpected, and all levels of detail, from the signature logo and menu type to food presentation, contribute to a unique image.

Five-member jury

A five-member jury panel including Roberta Walton, managing editor, CONTRACT, and editors of other leading trade design publications chose the winners from among 100 entries.

The Systematics Guest House is a corporate guest house that had a "hunting lodge" stigma. To soften this image, the designer bleached intricate ceiling trusses and introduced a soft color palette. Furnishings of down-filled custom upholstery and natural fibers including cotton, silk, linen, and wool were used. Budget was a strong consideration and big savings were realized with vinyl tile and all-wool Moroccan area rugs.





Chinese exhibit highlights April IDEC conference, Seattle

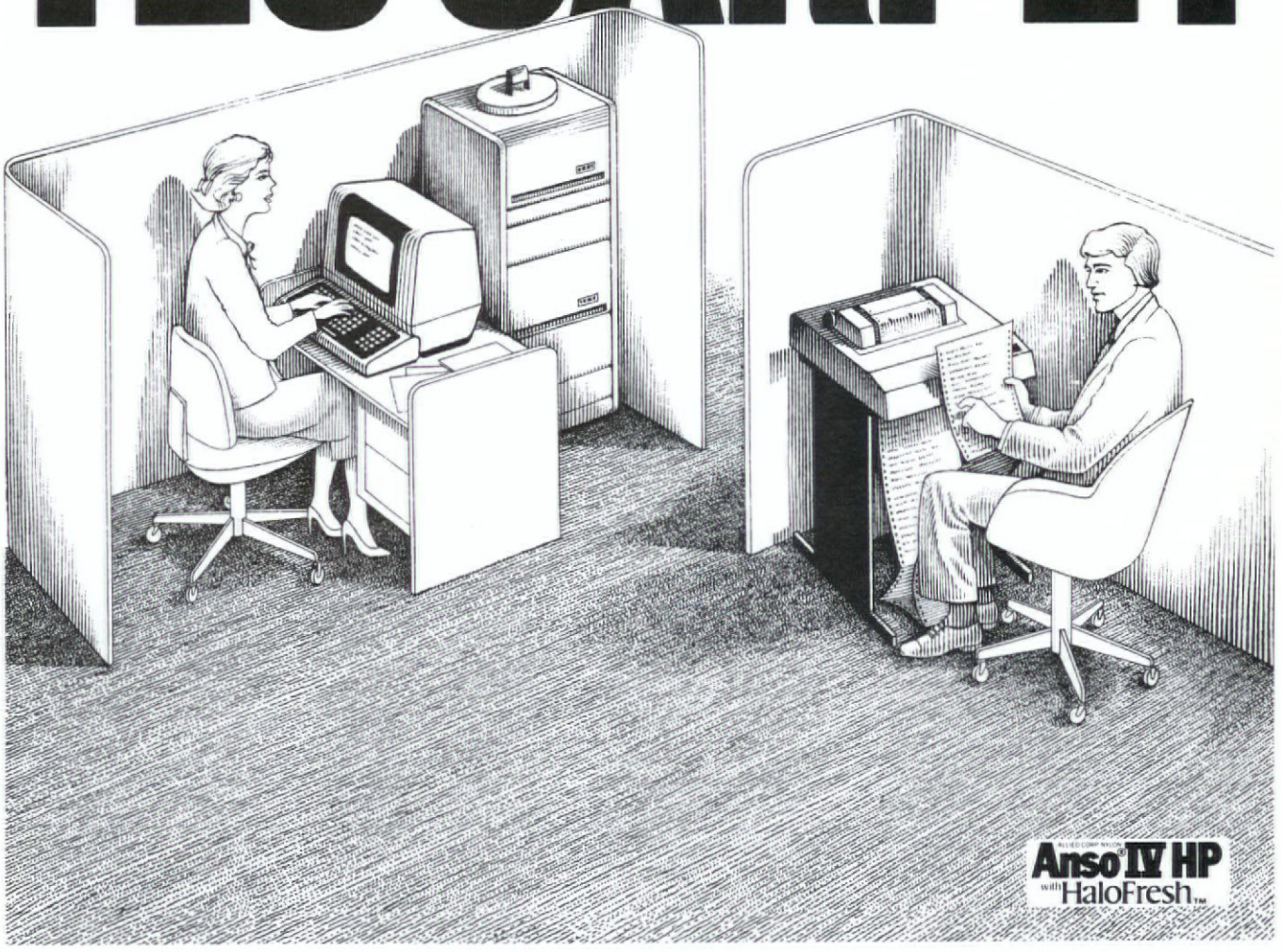
Seattle—The opportunity to view the travelling Chinese exhibition, "7,000 Years of Technology" in Minoru Yamasaki's unique Science Center, will highlight the Interior Design Educators Council (IDEC) conference, April 12-14, at the new Park Hilton Hotel, Seattle, Wash.

The theme of the three-day event is "Interior Design: Integration of the Arts," and a variety of activities have been planned. Sandra Slade and Curt Sherman, conference chairpersons, have arranged tours of Seattle's revitalized historical waterfront areas and noted northwest residential architecture.

A pre-conference trip on April 11 features a tour of the Weyerhauser World Headquarters, the first major installation of office landscaping by Skidmore, Owings, and Merrill. The Second Annual Juried Exhibition, an invitational show, will occur April 11. A banquet will be held at the Olympic-Four Seasons.

Further information on the conference is available from: Richard Leinbach, IDEC, 202K Roosevelt Hall, Eastern Michigan University, Ypsilanti, MI 48197; (313) 487-2490.

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And there's more good news. TEC carpet is made of Multi-Task Anso® IV HP nylon with HaloFresh™, so it comes with built-in soil and stain resistance, antimicrobial protection, the high-performance of heavy denier fibers, and a 10 year wear warranty direct from Allied to the end-user. (See warranty label for details.)

Now it's all so simple. When it's critically important to keep electronic equipment safe from static, you'll be safe with TEC.

The carpet that puts an end to the most critical static-related problems, once and for all.

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ALLIED Corporation

Design school gets rare books

Grand Rapids, Mich.—A rare collection of 250 furniture books has been donated to the Kendall School of Design by the Johnson Furniture Co., a unit of Rose Johnson Inc.

Several respected and well-known designers have used the collection which contains authentic, often hand-drawn representations of furniture manufactured in the 1800s and early 1900s.

The books were accumulated from the late 1920s through the 1940s during the travels of local designers Tom Handley and Renzo Rutilli. The collection was widely used while Johnson Furniture was in the residential furniture industry, but was put into storage when the firm switched to office products and hotel/motel furnishings in 1963.

"There is a tremendous interest in this collection on the part of designers and other libraries across the United States," says James Van Oosten, president, Rose Johnson. "But, we felt the best possible use would be by Kendall students. Grand Rapids is the furniture city, and we don't want the collection put anywhere else." The books are being kept in Kendall's Learning Resource Center.

Chair is donated to Cooper-Hewitt

Alexandria, Va.—New York's Cooper-Hewitt Museum has recently added the Danko Unfolding chair to its permanent decorative arts collection. The chair was donated by Mr. and Mrs. Charles Biggs.

Peter Danko & Associates Inc. manufactured the two-piece molded plywood chair. An innovative method of molding in a pliable material enables the chair to fold without hinges for ease of use.

Party benefits GCC-ASID

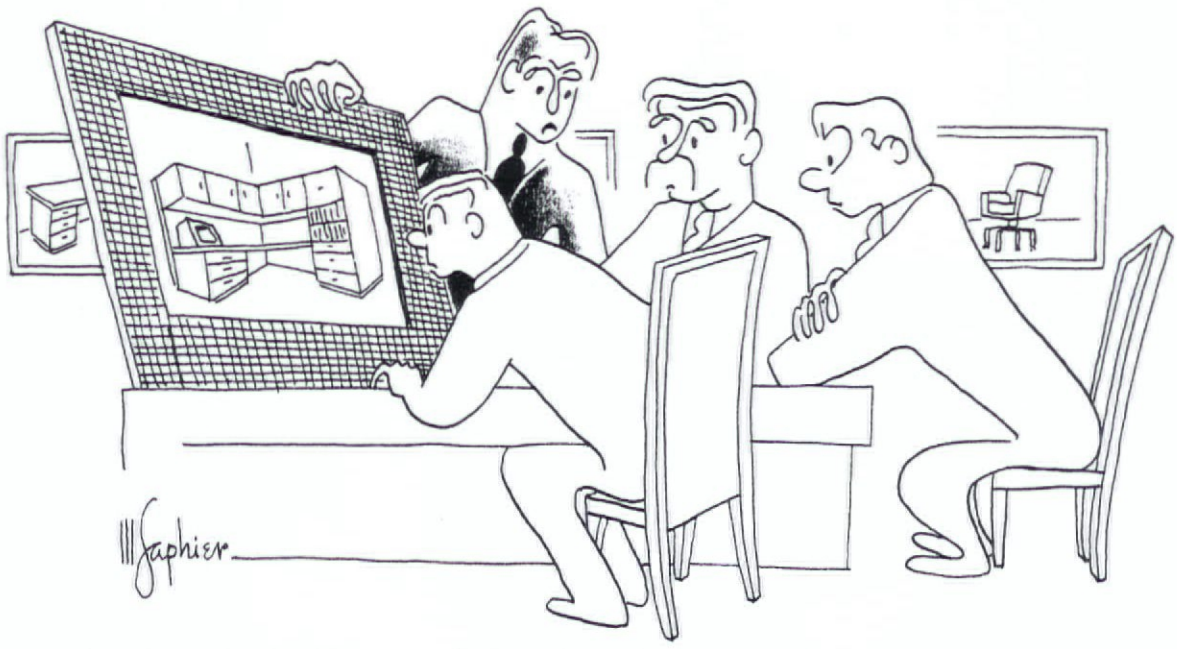


Houston–*The Gulf Coast Chapter, American Society of Interior Designers, kicked off its second annual Red Gulch Saloon Casino Party with a meeting in Sam Houston Park. The party offered gambling in a casino served by 55 croupiers, auctions bid with casino winnings, dancing to a country-western band, and door prizes donated by the trade. The party's organizing committee includes: (top row l. to r.) Frank Carrell, Robert San Roman, Brenda Fletcher, Bruce Wolfe, Lynne Luedtke; (bottom row l. to r.) Susan Moore, Bob Mitchell, Molly Mitchell, Kent Brashears, John Broderick, and Billie Kelsey.*

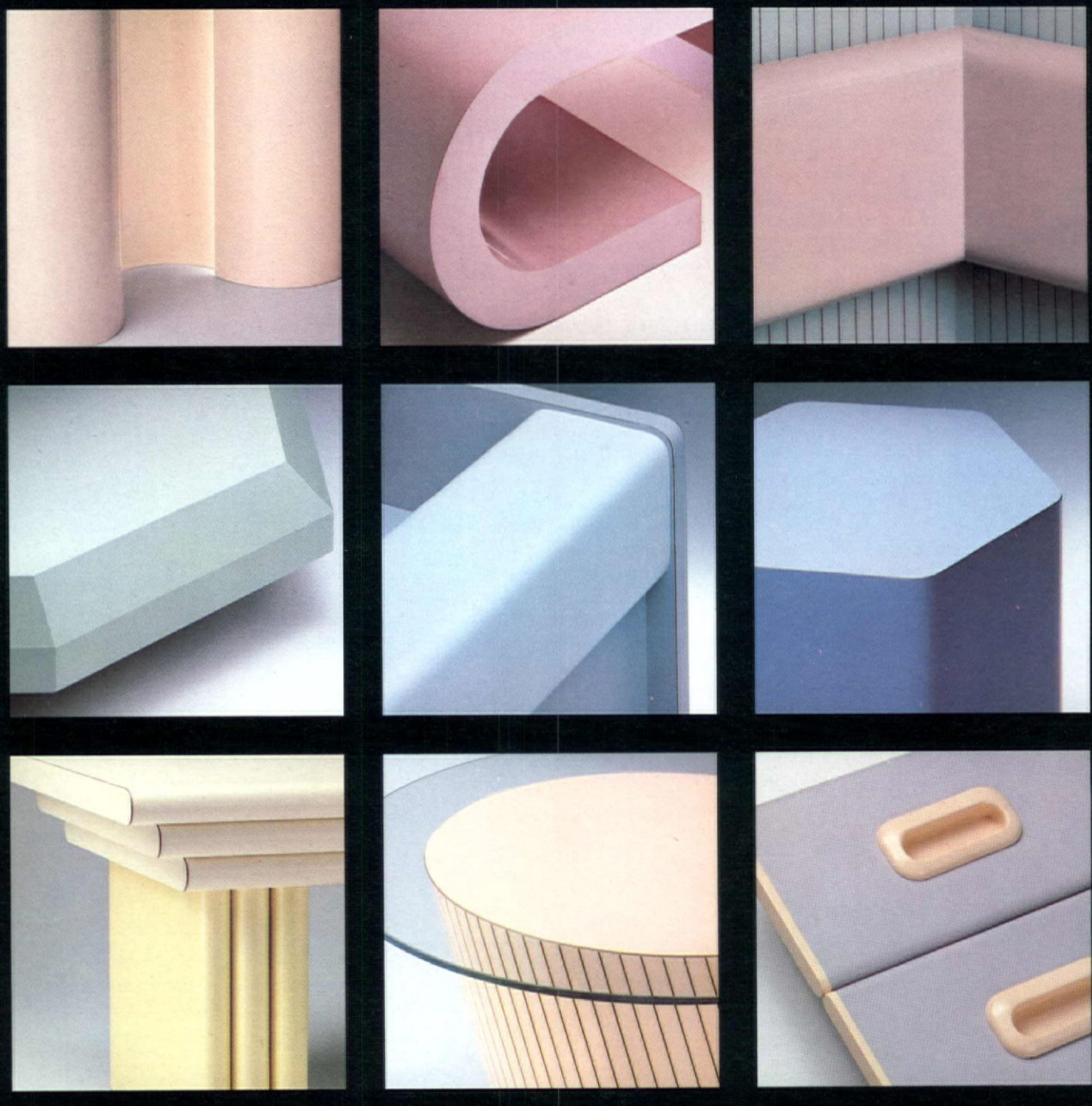
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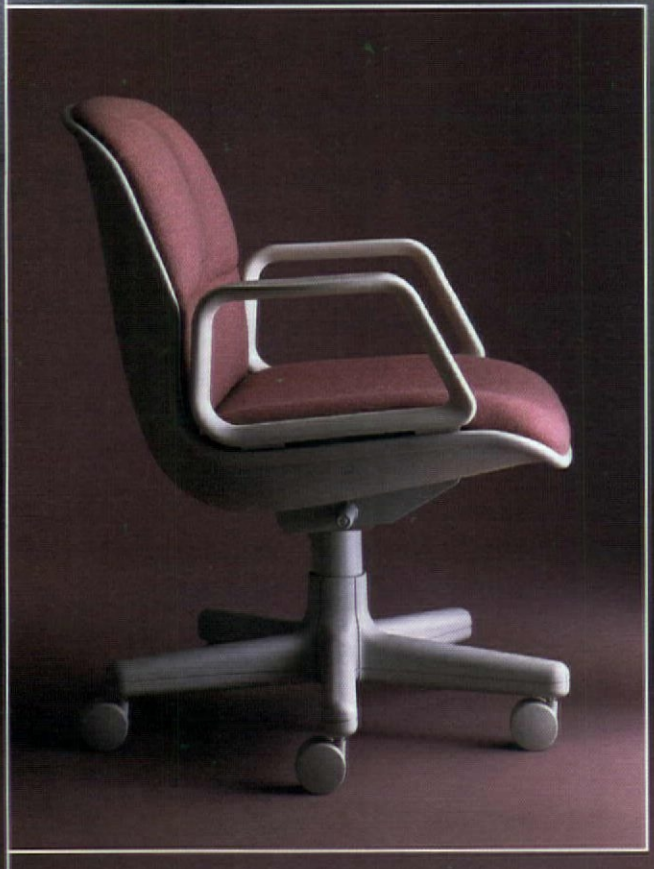
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U.S. Army gets new textile

Dalton, Ga.—Professional Chemical & Color Inc. (Pro Chem) has delivered its first quality samples of a breakthrough process in camouflage and pattern printing technology to the U.S. Army.

About 1,700 yards of printed DuPont NOMEX™ "miracle" fiber textile were delivered to the Natick R&D Command for field testing and further "torture" tests following more than two years of research and development by Pro Chem, announced Sonny Rosenthal, the firm's executive vice president. A portion of the shipment will be made into sample field uniforms for both the U.S. Army and Marine Corps.

The technology developed by Pro Chem to solve the NOMEX™ printing problem can also be applied to other synthetic fiber products that have been difficult to dye or print because of the inherent impermeability of the fibers.

NOMEX™ is fire-resistant and wear-resistant, and can now be printed in a variety of colors and patterns while retaining the qualities of nonflammability, washability, and light-fastness required for military uniforms.



Allied entertains architects/designers

Washington, D.C.—*Allied Corporation's Fibers Division entertained 400 local architects/designers at the Christmas opening of "The Nutcracker" by the Washington Ballet. Attending the black-tie buffet following the ballet are (l. to r.) Joan O'Callahan escorted by Michael Hanley, AIA, and Judy Peters, manager, advertising and promotion, Allied.*

Workspace '84 focuses on the automated office

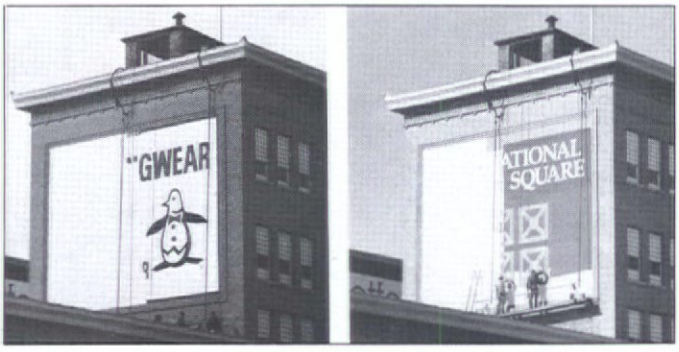
San Francisco—The interaction of executives, interior designers, architects, institutional planners, and specifiers with a focus on the key issues, emerging strategies, and new products for the automated office is the theme of Workspace '84, scheduled for April 24-25 in San Francisco's Moscone Center.

An expanded conference program format, enlarged exhibit floor space, and special programs highlight the event.

Speakers will open the conference each day by addressing issues shared by the entire audience. Special-interest, "breakout" sessions, seminars, panels, and workshops targeted to particular audiences will follow.

Conference programs will be organized around the exhibition. Exhibitors will offer sophisticated new solutions in computer support furniture, open-plan systems, raised floors, carpeting, and more.

Exhibits will be open at no charge daily from 11 a.m. to 8 p.m. A hosted wine bar in the lounge area will be open daily from 5 p.m. to 8 p.m. Full restaurant and bar facilities will be available throughout the show.



Goodbye, penguin . . . hello International Market Square

Minneapolis—*Sign painters working eight floors up on the new International Market Square recently signalled an end to decades of operation of the structure under the name Munsingwear, when they covered the apparel firm's penguin logo with the symbol of the new regional design center and trade mart. Ground was broken October 13 for the 685,000-sq.-ft. project and grand opening is slated for January, 1985. The center will serve 10 states and portions of Canada.*

New Steelcase tool speeds systems planning

Grand Rapids, Mich.—Steelcase Inc. has developed BasiX,™ a new program designed to speed systems specification by permitting the identification of individual workplaces as complete units, rather than as component parts. It will be introduced at NEOCON 16 in Chicago this June.

Key to the program is a matrix, a planning and specification tool, which details the various sizes of available component groupings for five office functions including clerical, professional/technical, supervisory, managerial, and executive.

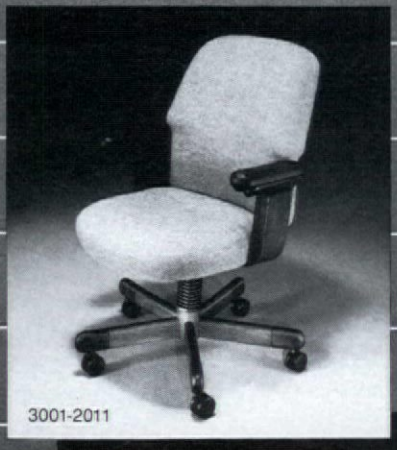
"Designers and specifiers can combine any of these components with a wide range of panels and surface material options," says Paul Witting, senior vice president, marketing. BasiX™ will be applied to all Steelcase systems, including Series 9000, Valencia, and Moveable Walls.

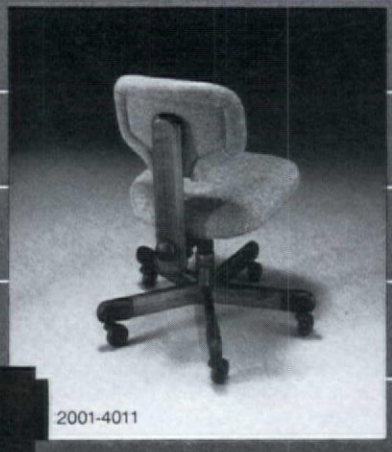
German mfrs. announce U.S. showroom

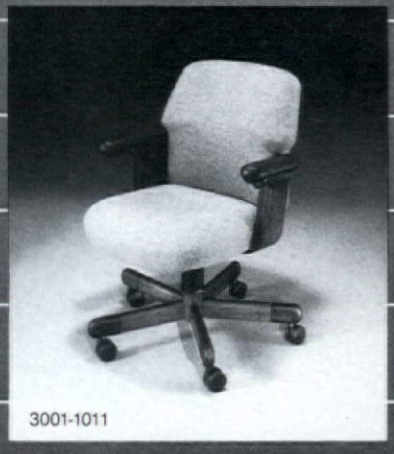
Philadelphia—In a move designed to penetrate the American contract furnishings market, a group of 16 German manufacturers led by Rainer Carrier, Haiges International, will open its first United States showroom in April at The Marketplace. Other group members include Kill International, Draenert Studios, and Storz & Palmer.

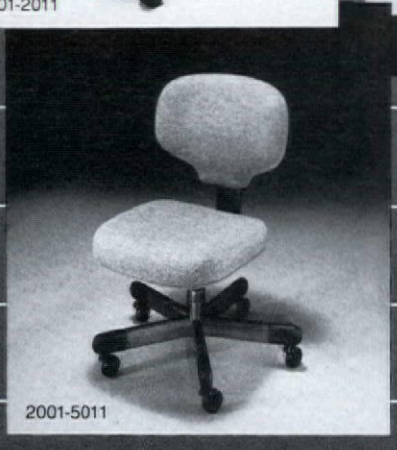
The showroom, Modern Bauhaus Interiors, will occupy 8,500 sq. ft. in The Contract Center. The three-level space will feature a circular stairway, and the mid- and lower-levels will be exclusively devoted to contract furnishings.

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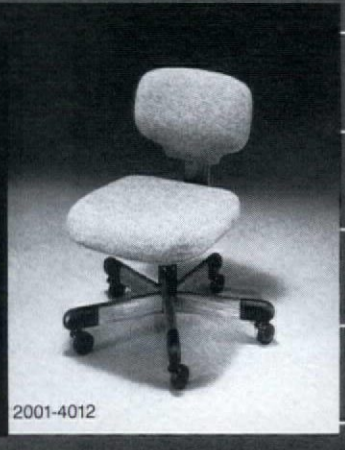

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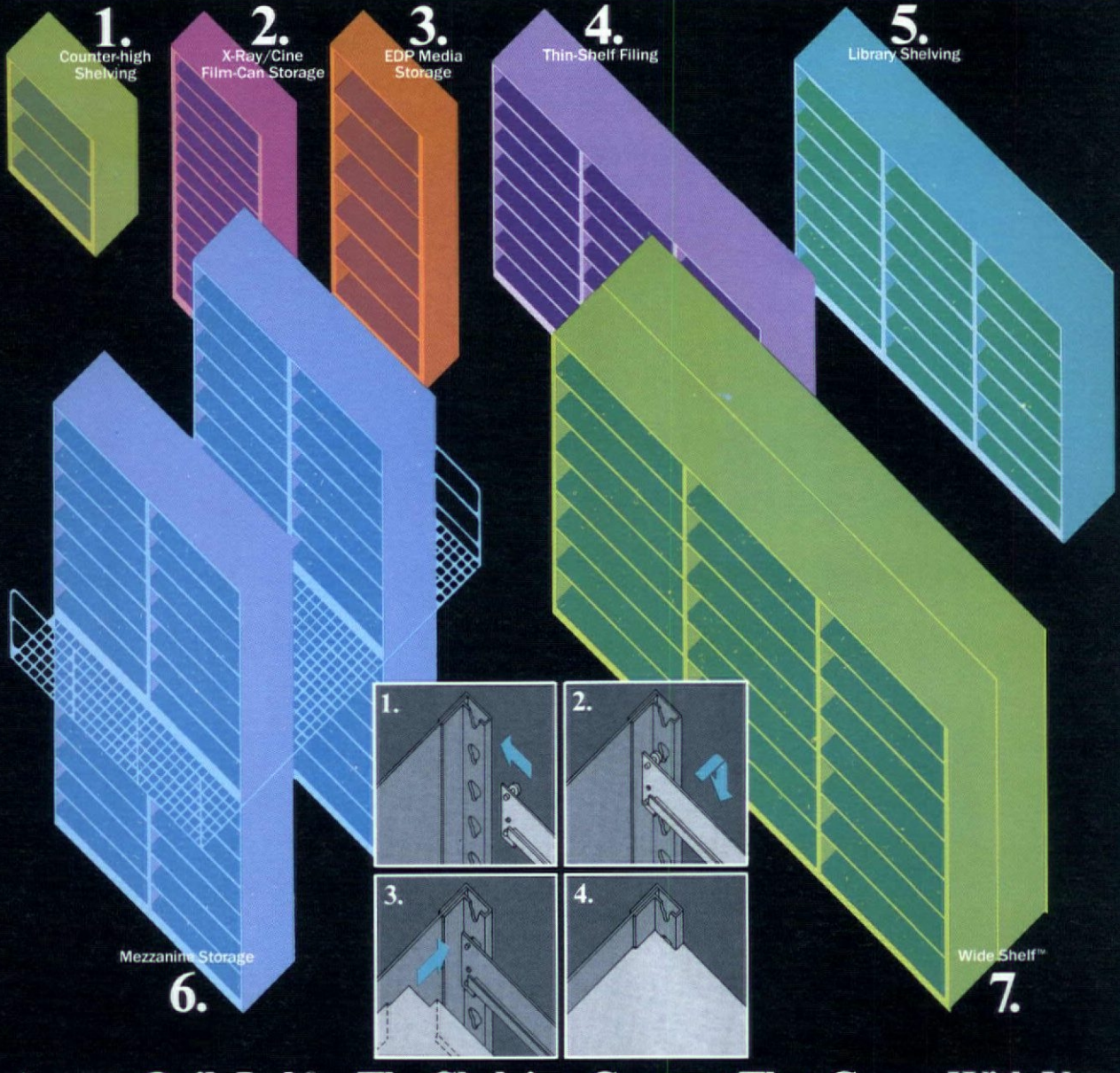
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Circle 21 on reader service card

IFMA presents awards

Ann Arbor, Mich.—The International Facility Management Association (IFMA) presented awards to three outstanding contributors to the design field at its annual conference in Denver recently.

George Graves, Texas Eastern Transmission Corp., received the Lifetime Achievement Award. In making the presentation, John Peterlin, chairman, awards committee, said during his career, "Graves had integrated information processing with the physical environment to an outstanding degree and that he serves as a model for other facility management departments."

David Armstrong, former director, Facility Management Institute, received the Distinguished Award for his contribution to establishing facility management as a profession and for developing the institute.

Franklin Becker, associate professor, Cornell University, received the Educator's Award for developing the only graduate and undergraduate degree programs in facility management at a major university in the United States.

Last year was the first year of the awards program. Peterlin's committee developed categories and criteria to judge outstanding achievements in facility management which will serve as the basis for future awards.

Acquisitions: Interface to buy U.K. tile manufacturer

Interface Flooring Systems Inc. has announced its agreement to purchase the carpet tile division of **Carpets International,** the United Kingdom's largest carpet and carpet tile manufacturer. In a separate transaction, Interface purchased **Carintusa Inc.** from Carpets International for approximately $440,000 . . .**National Gypsum Company,** a manufacturer and supplier of products and services for building, construction, and shelter markets, has acquired **The Austin Co.,** an international design, engineering, and construction firm, Cleveland, Oh.

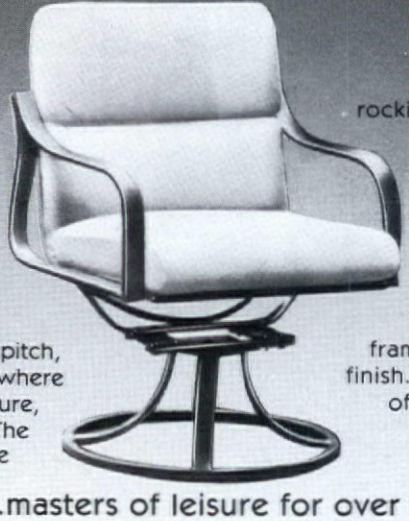
Conference features oriental highlights

Seattle—A Japanese kimono fashion show, sushi bar, and live oriental music will highlight the three-day "Presentations Northwest '84 . . . East Meets Northwest" Spring Market, Design Center Northwest, April 12-14.

The conference is geared to interior design and architectural professions. Product presentations, seminars, symposia, social events, and entertainment are planned. Topics will cover color, lighting, design trends, and how to understand the design industry. Special seminars on "Design In The People's Republic Of China" and "Designs For New Frontiers—Spacelab" will also be held during the conference.

Speakers will include Brand Griffin, specialist engineer/architect, Boeing Aerospace Co.; Milton I. Swimmer, president, Swimmer Cole Martinez Curtis; and Roberta Walton, managing editor, CONTRACT. For further information contact: Design Center Northwest, 5701 Sixth Avenue South, Seattle, WA 98108, (206) 762-1200.

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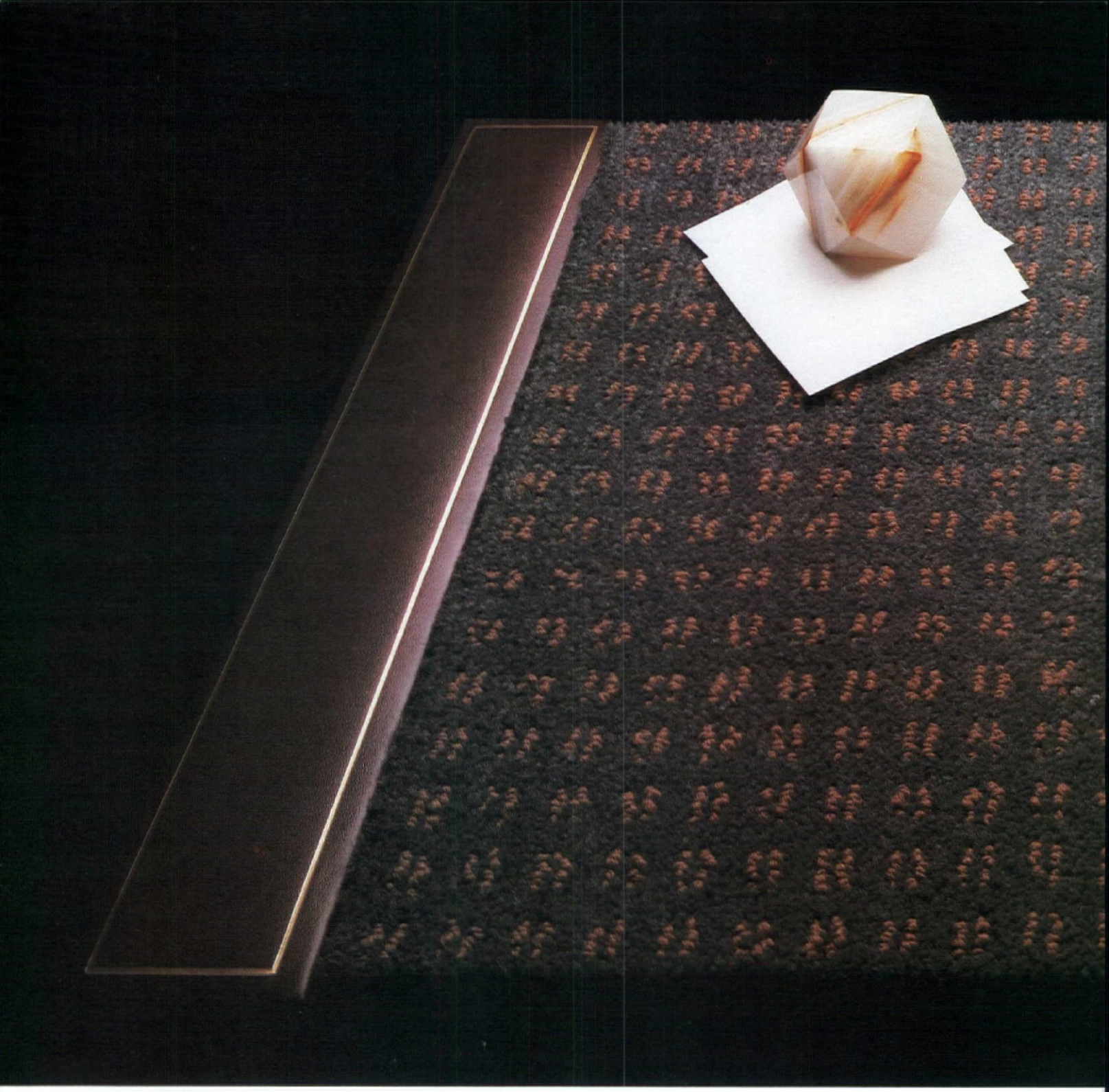
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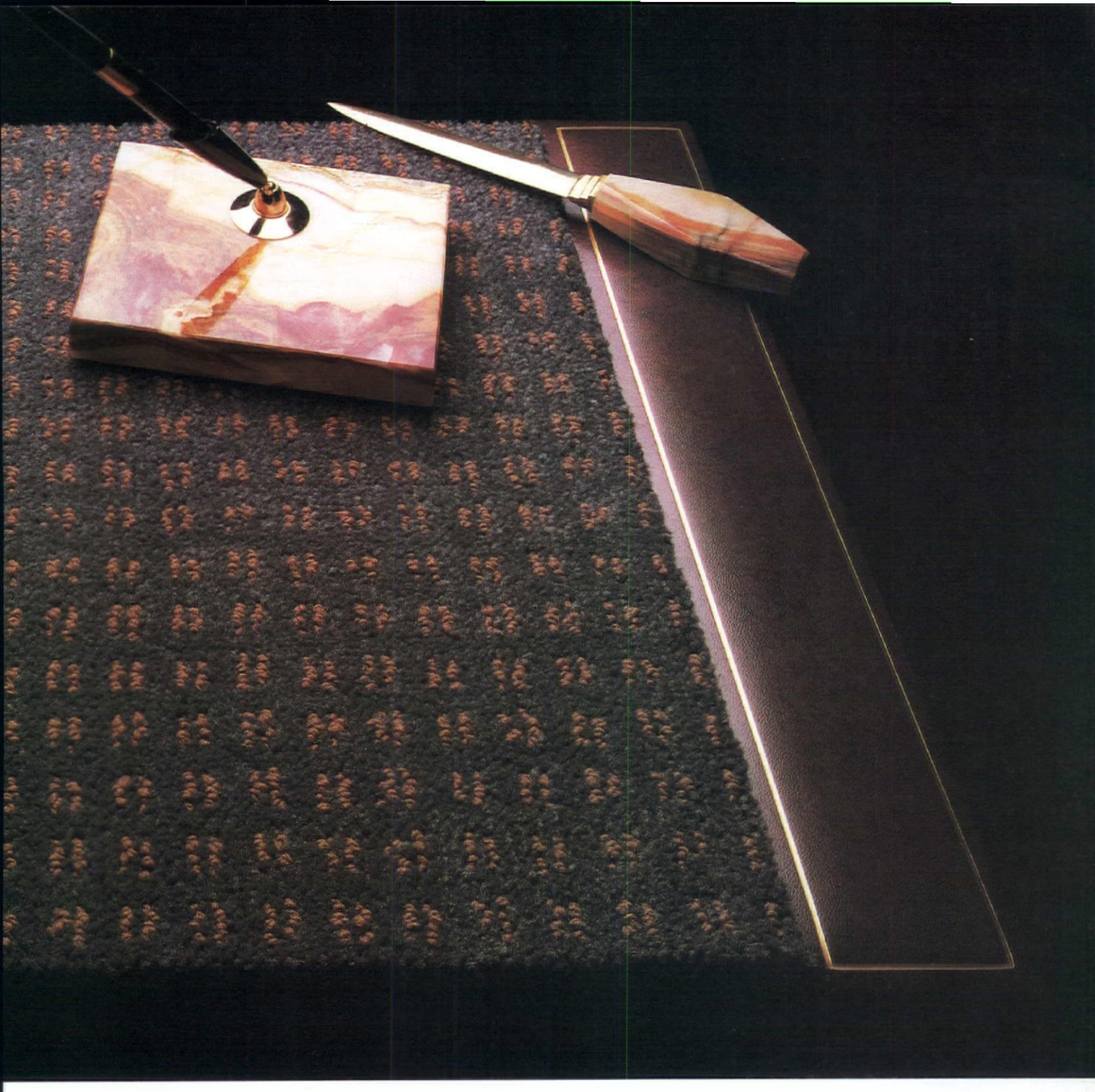
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ADAC exhibitors celebrate expansion



Atlanta–*Peter Layne (r.), principal, Arc-Com Fabrics Inc., greets guests Mr. and Mrs. John C. Portman at his company's showroom in the Atlanta Decorative Arts Center (ADAC) during the ADAC expansion grand opening party. Arc-Com is currently expanding its contract upholstery programs as well as additional fabric lines.*

NCIDQ elects officers

New York—Four officers, each of whom will serve a one-year term, have been elected to the National Council for Interior Design Qualification (NCIDQ). The new officers are: Andre Staffelbach, president; Jo Heinz, vice president; Willard Ching, secretary; and Fred Oberkircher, treasurer. The NCIDQ develops and establishes the minimum standards for the qualification of professional interior designers.

IBD rally includes two-day trade exhibit

Greensboro, N.C.—The Carolinas Chapter, Institute of Business Designers, will include a two-day trade exhibit during the Student Rally in High Point, April 9-11. Exhibits will be at the new Market Square complex.

The rally will feature speakers George Nelson; architect/futurist Jerry Allen; Len Corlin, editor/co-publisher, CONTRACT; and several Fellows of the institute. A second panel of industry experts will be available to answer student questions.

Furniture factory tours, showroom visits, and panel discussions will also be a part of the program.

Atlanta Market Ctr. redesigns exhibit hall

Atlanta—The 80,000-sq.-ft. exhibit hall on the second floor of the Atlanta Market Center's Merchandise Mart has been completely redesigned and redecorated.

A coordinated color scheme of light-to-dark neutral tones was employed throughout the hall, and to soften the spaciousness, a system of ceiling banners, wall-to-wall carpeting, carpeted columns and improved lighting techniques were used. Booth drapings and electrical systems were reworked.

The $250,000 renovation was done by the local architectural and engineering firm of John Portman & Associates. The newly refurbished hall was unveiled during CONEXION '83.

The 3.2 million-sq.-ft. Atlanta Market Center complex is the site of 55 markets, trade shows, exhibitions, and conventions each year. To accommodate a growing demand for permanent and temporary show and meeting space, the Market Center is planning an 800,000-sq.-ft. addition.



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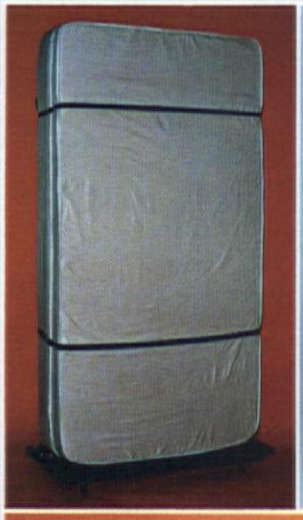
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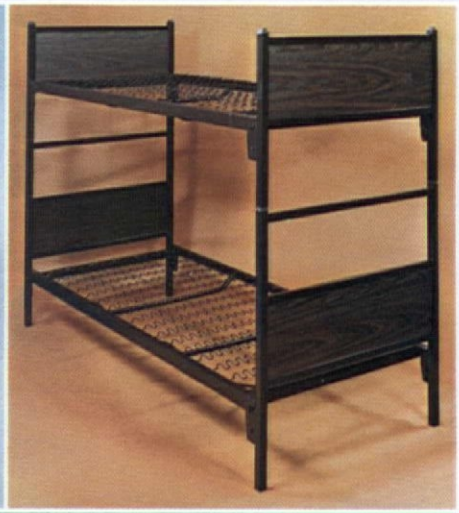


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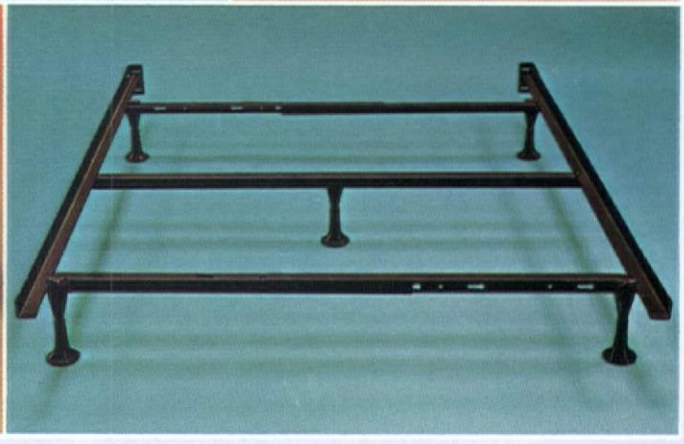
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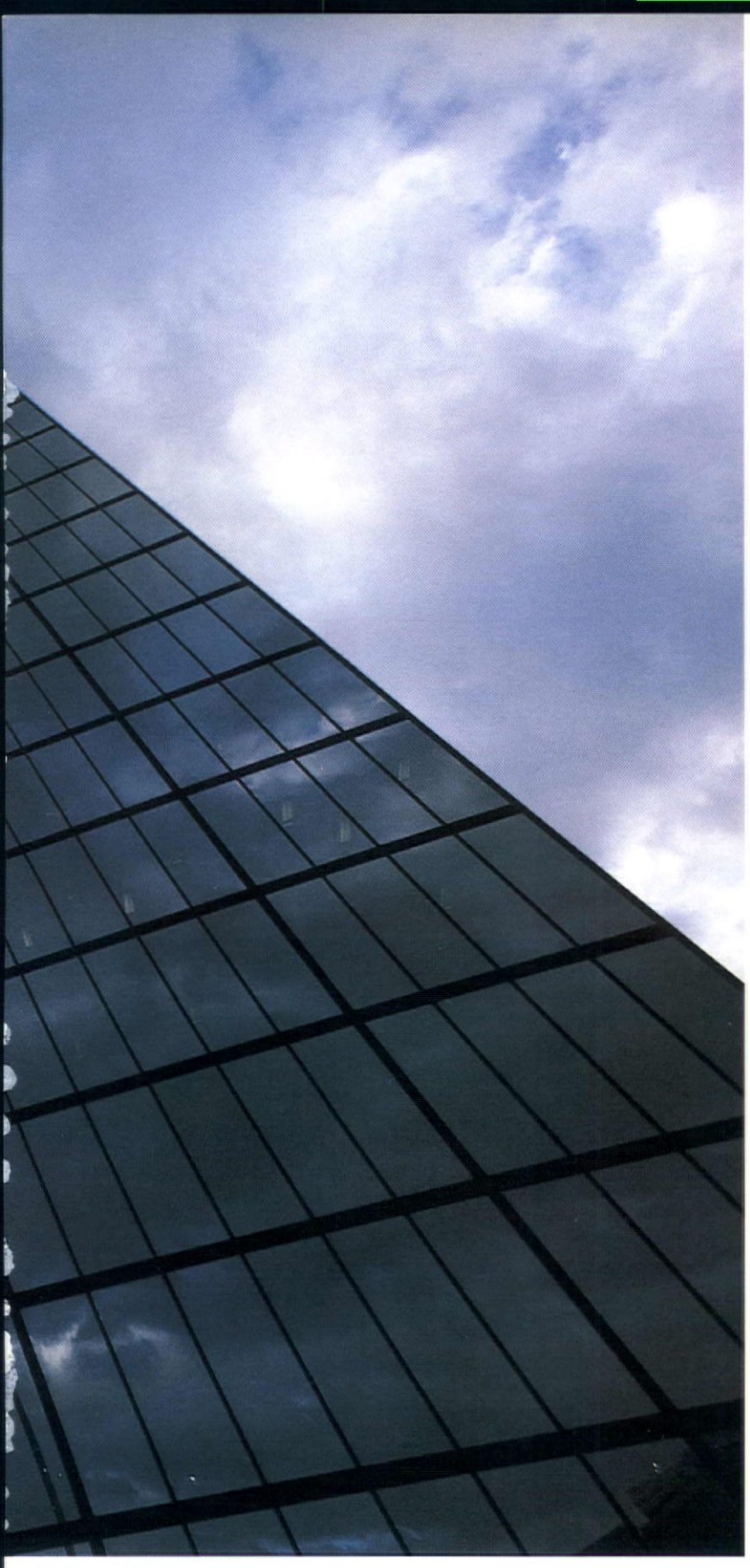
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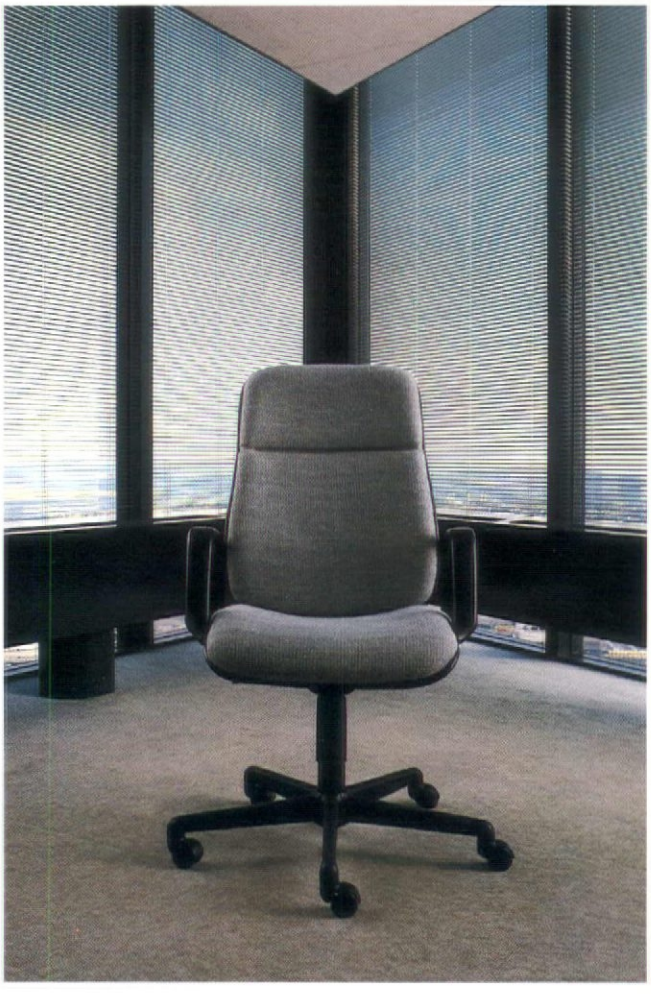
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SHOULD BE NO LESS EXCEPTIONAL THAN

THE EXTERIOR.



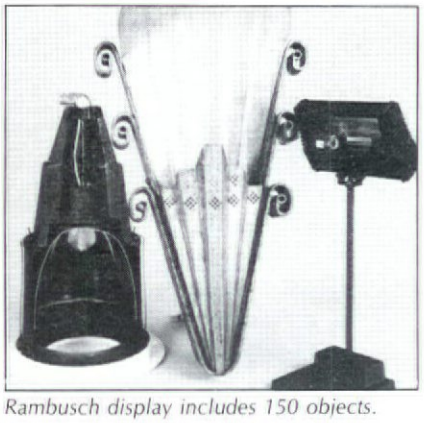
The John Hancock companies built a corporate headquarters befitting their position as financial leaders. And when it came to meeting their ergonomic seating needs, they chose Comforto office chairs. The ultimate in function, comfort and style.

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comforto

Expansions: Growth prompts manufacturer moves

Rapid growth has led to the need for larger facilities for **Panel Concepts Inc.** and **Lonseal Inc.** Panel Concepts began construction on an expanded central regional headquarters and showroom in the Chicago Merchandise Mart. Lonseal has moved its corporate headquarters and warehouse facilities to Carson, Calif. . . .**Cubicon Corp.** announces the completion and start-up of its newest factory in Ripley, Miss. . . . Building additions have increased the **EST Company's** capacity for its broadened lines of aluminum and steel components, Grafton, Wis. . . . **GF Furniture Systems** announces the opening of a new corporate training center near the company's Youngstown, Oh. headquarters . . . **Westinghouse Furniture Systems** has completed exterior construction of its Grand Rapids office and customer facilities renovation and expansion project. The new offices will feature advanced technologies.



Rambusch display includes 150 objects.

Rambusch exhibition viewed at Parsons

New York—Lighting fixtures were among 150 objects, photographs, and drawings represented in the 85-year Rambusch Studios retrospective at the Parsons Exhibition Center, Parsons School of Design. Among products displayed are those shown above (l. to r.); Lite-Pak, the sixth Rambusch unit to be patented in the U.S.; the Sconce, made in 1925 for a Times Square theater; and the Downlite.

Who reps what: Stadler-Peters receives two new appointments

Stadler-Peters Associates is representing **K Mills'** line of upholstery fab.ics in Virginia and North Carolina, and is acting as sales agents for the **Underdown Textiles'** line of contract fabrics in the same states. K Mills is a subsidiary of Hickory Springs Manufacturing Co. . . . **Girsberger Industries** announces these new reps: **Buck Associates,** Oregon, Washington, Idaho, and Alaska; **Robert L. Beegle Associates,** Kansas, Missouri, Nebraska, and Iowa . . . **The Boling Co.,** announces two new distributors of its products: **Victor & Patrick Inc.** will represent the firm in Alaska, Idaho, western Montana, Oregon, and Washington. **Sherman-Erickson Co.** will represent the firm in Colorado, Utah, New Mexico, Wyoming, and eastern Montana . . . **Allison-Erwin Co.,** a wholesale distributor of home products, will produce **Hunter Douglas** Window Systems.

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The Original **Lock-in Reversible and Replaceable Cushions**



Exclusive features of Blockhouse:

- Patented cushion system pat. #4395071
- Full 3 year warranty
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This cushion system and above features are available on a variety of styles. The 9500 series shown is listed on GSA contract number GS-00S-58232. Other furniture listed on various state and federal contracts. For more information or a demonstration write or call collect:

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Krueger's new Com System – workspaces oriented to the task.

It functions to provide operational autonomy, interaction or isolation. And its form follows this with visual frankness.

The Com worksurface and storage system features individual or clustered task areas mounted on a beam infrastructure. Unlike panel-supported systems, Com can be rearranged to meet the changing needs of the electronic workplace.

The Com System . . . the workstructure for the living office.

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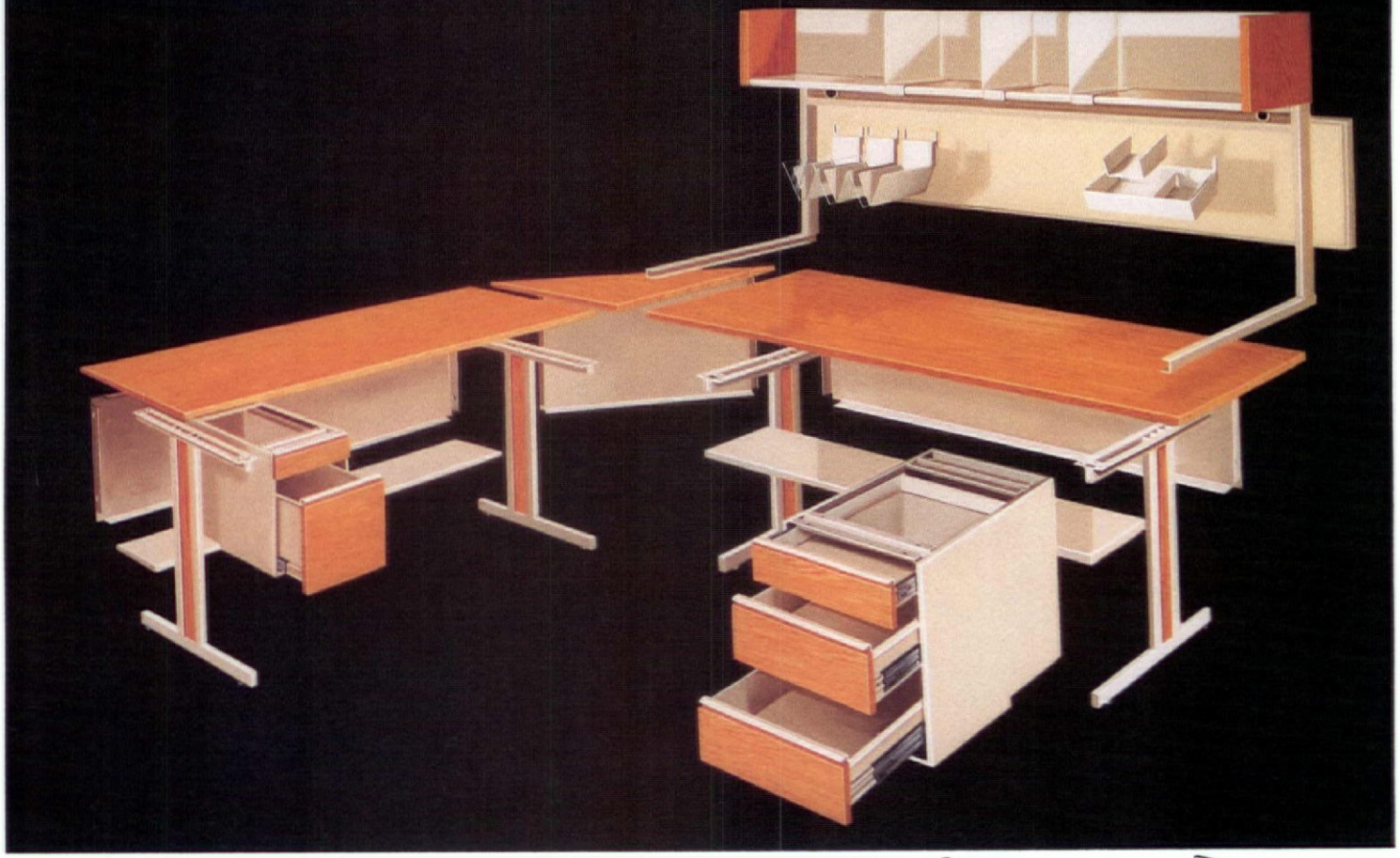
Technical innovation . . . by design

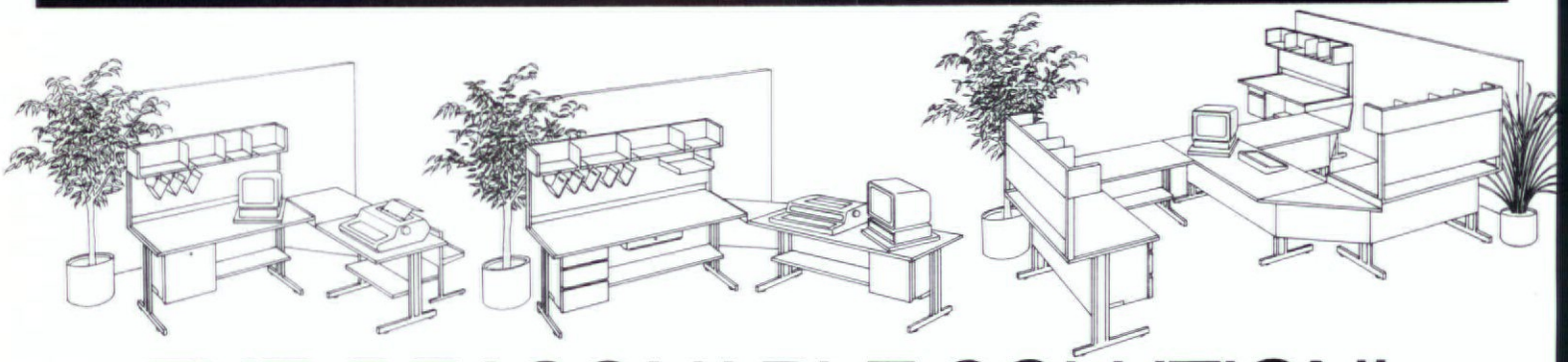
Designed by F. Frascaroli & C. Biondi for C.O.M., Bologna, Italy, and manufactured under license by Krueger, Inc.

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Office furniture for the electronic office that comes together for a reason. Easily assembled, but rock steady, Communication Station® modular components permit practically any solution to today's office plan efficiency. Put logic into the office furniture products you sell—offer your customers the most practical solution at the most realistic price.

Communication Station® is by the Tiffany Stand and Furniture Company: 40 years of protecting expensive office machines, so we're suited perfectly for today's electronic office. To be a Communication Station dealer write the director of marketing.

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Competitions: Women designers are contest focus

• **Women In Design International** is accepting entries for its third annual competition. Categories include architecture and industrial design. Entries must be postmarked by **March 31.**

• Mill and distributor salespersons handling Performance Certified contract carpeting from **Badische Corp.** could win a trip for two to the 1984 Summer Olympics for outstanding sales between **January 1 and March 31.**

• The Second Annual **ASID/Wilsonart Design Competition** is open to all ASID professional and associate members in good standing. A total of $36,000 in prizes is offered. Entries will be accepted through **April 15.**

• The Kentucky Area/Ohio Regional Chapter, **Institute of Business Designers**, is sponsoring a product application competition for any design fabricated or installed between April 15, 1982 and April 15, 1984. Contest closes **April 16.**

• Outstanding lighting designs will be honored in the **1984 Lumen Award Program, April 19,** at the University Club, New York. The event is sponsored by the New York Section of the Illuminating Engineering Society.

• **ASID's 1984 Product Catalogue Awards** competition is open to any company which manufactures or markets products used by interior designers. Entries must be postmarked by **April 30.**

• ASID members may submit entries of contract or residential interior designs featuring **Halo** lighting for the firm's eighth annual **Lighting Design Competition** no later than **June 1.**

• The **ASID Medalist Award** honors ASID members for significant service to an ASID chapter and the design profession. Eligibility is restricted to those who have been professional members for a minimum of 10 years. Nominations must be received by **June 15.**

• **Shelby Williams Industries Inc.** is awarding international study trips on the basis of qualifying award points earned through **February, 1985.** Eligible persons include interior designers, architects, and specifiers.

New assignments: Construction begins on Colorado hotel

Stan Miles Properties is developing a $26 million, 169,000-sq.-ft. hotel at Republic Park, Denver, Colo. Project architect is C.W. Fentress and Associates P.C. . . . **Abramson/Vereen Associates Inc.** will space plan and design the interiors of the new **Greyhound Rent-A-Car** national headquarters, Deerfield Beach, Fla. . . . **International Packings Corp.,** a manufacturer of precision OEM rubber parts, has retained Boston architects **Huygens and DiMella Inc.** to design a 5,000-sq.-ft. corporate headquarters addition, Bristol, N.H. . . . **Cannell & Chaffin** will implement the interior architecture, space planning, and design of a planned 24,000-sq.-ft. **Bear Creek Golf and Country Club Clubhouse,** Riverside County, Calif. . . . **The Phillips Petroleum Co.** has chosen **Kelleher Design Associates Inc.** for facility programming and interior design of its new four-story office building, Borger, Tex.

International Terra Cotta, Inc.



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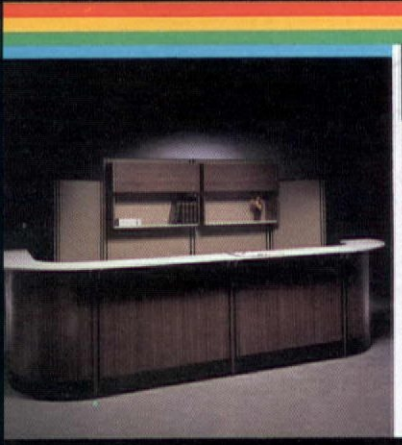
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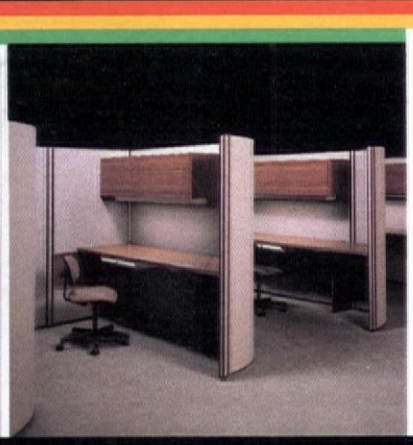
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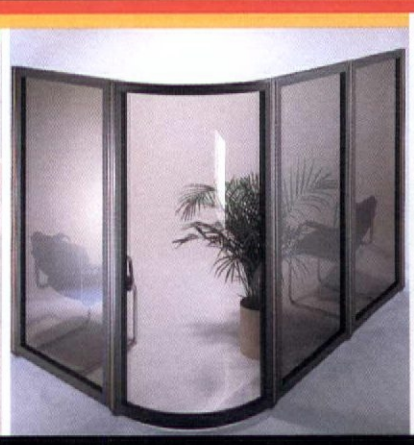
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If you wish to say "functional", yet round a few corners, our broad vocabulary of system panels, lighting, seating and componentry speaks well of you. A wide range of colors, fabric and texture options make yours a distinctive statement.

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Modern Architecture Symposium to debut at NEOCON 16



Roffman

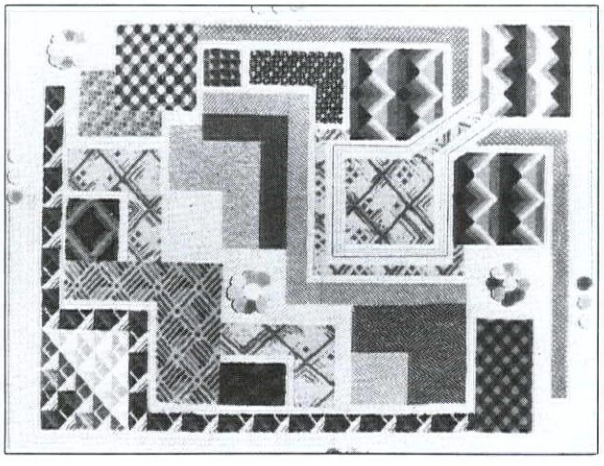
The Chicago International Symposium on Modern Architecture will make its debut in Chicago as part of NEOCON 16 activities, according to Merchandise Mart Management. Said to be the first symposium on the subject of the continuation of modernism, as opposed to "postmodernism," the symposium will draw on architects and critics from broad and contemporary stylistic backgrounds.

Represented will be participants from Canada, Denmark, Finland, France, England, Italy, Japan, the Netherlands, Spain, West Germany, and the United States. Discussion leaders include Robert Venturi, Henning Larsen, Juhani Pallasma, and Helmut Jahn.

The American Institute of Architects and the National Council of the Order of French Architects will host and sponsor a special program for the Union of International architects, based in Paris.

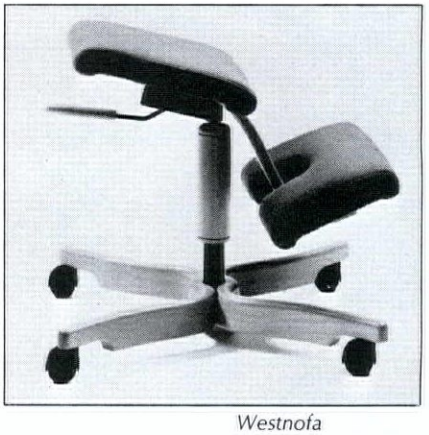
Introductions, activities, and people at NEOCON 16 are shown on these pages. □

Ulster Carpet



Edward Axel Roffman's *new 59 Franklin Group desk line has transitional features, including brass hardware, bowed end panels, and full-height-recessed outside modesty panels. Circle No. 345.*

Ulster Carpet Mills, *in Space 10-150 of the Merchandise Mart, offers a wide range of Irish tweed upholstery and furnishings fabrics that coordinate with its contract carpet lines. Circle No. 346.*



Westnofa



Hardwood House

Westnofa's *Balans Wing chair designed by Peter Opsvik has castors, swivel, and gaslift. Seat and knee cushions are rubber-mounted. Circle No. 347.*

Hardwood House's *Avatar Executive table is offered in walnut or mahogany, with exotic wood or leather inserts. Circle No. 348.*

Terra's *"Bel Air" lacquer bedroom designed by Charles Gibilterra, is offered in almond, black, or burgundy. Available in modular or conventional groupings. Circle No. 349.*

Armstrong's *new extra-sanitary vinyl flooring, Medintech, can be flash-coved to do away with floor-wall joints; is available in nine colors. Circle No. 350.*

Mira-X *has introduced two new wool-blend grades for NEOCON showing, Mira-Berge and Mira-Laine (shown). Both are woven Wiltons 15-ft. wide, and highly textured in seven pastel shades. Circle No. 351.*

ICF's *Biach chair designed by Josef Hoffmann is part of re-creation series. It has solid beech frame in natural or stained ebony or rosewood. Circle No. 352.*

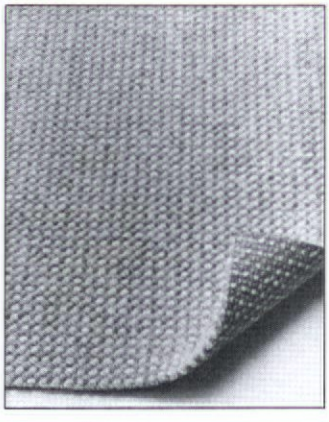
J. Josephson *Inc., is offering its new line of Garfield wallcoverings, borders, and murals. Circle No. 353.*



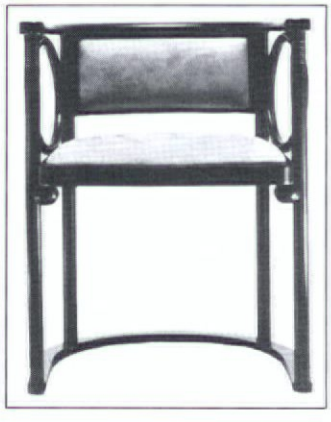
Terra

Josephson

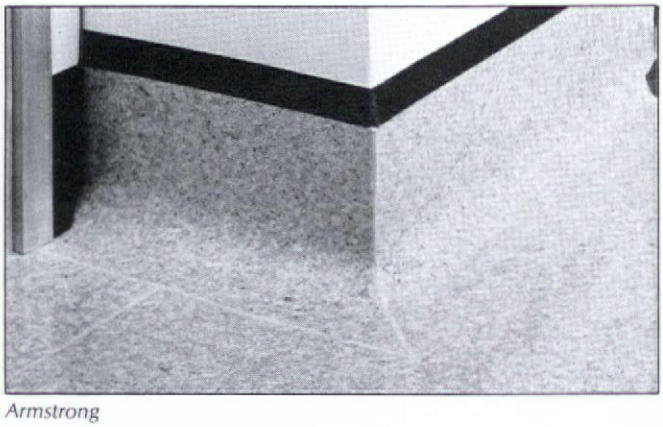
Mira-X



ICF







Armstrong



Bellinger

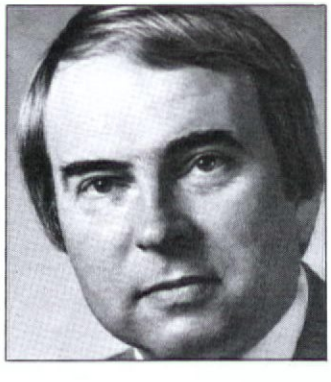
Collins & Aikman's *new TEC carpet of Anso IV HP nylon with HaloFresh is guaranteed not to cause static-related disruptions of digital electronic equipment. Circle No. 354.*

Gretchen Bellinger *offers a new architectural fabric Sylphide™ silk matelasse. Custom woven in Italy of 100% silk, it is available in seven hues, 49-in. wide. Circle No. 355.*

Ann Ferguson has been named General Manager, ***Shelby Williams Textiles*** *and will be on-hand during NEOCON.*

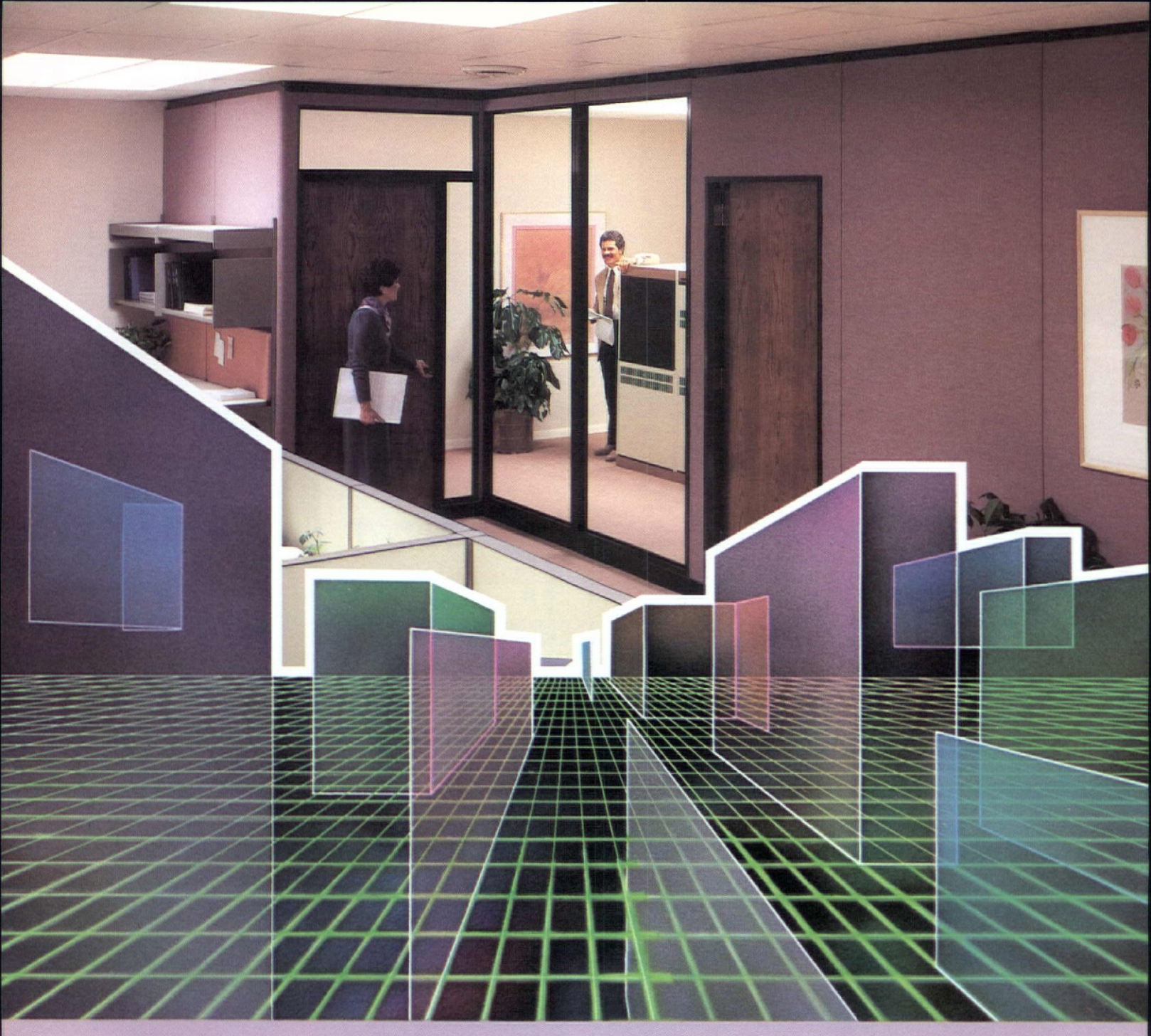


Shelby Williams *new product design director is Thomas Tolleson, who headed his own design firm in Atlanta.*



Collins & Aikman





There's only one floor-to-ceiling wall panel advanced enough for your open plan office.

Spacesetter™ portable panels give you flexibility and long-term cost savings comparable to your systems furniture.
We developed Spacesetter portable panels especially for open plan offices, with a combination of benefits that complement them the way no demountable or other movable wall can. Spacesetter panels give you the privacy and sound control you need without limiting the flexibility that makes the open plan so functional and cost efficient.

Spacesetter panels are designed to integrate with systems furniture for a more comfortable, efficient, attractive office—now and for years to come.

• Stability without any permanent attachments • Simple setup and reconfiguration • Raceways for easy access to power, phone and data cables • No costly damage to existing structures upon rearrangement • Investment tax credit and accelerated depreciation.

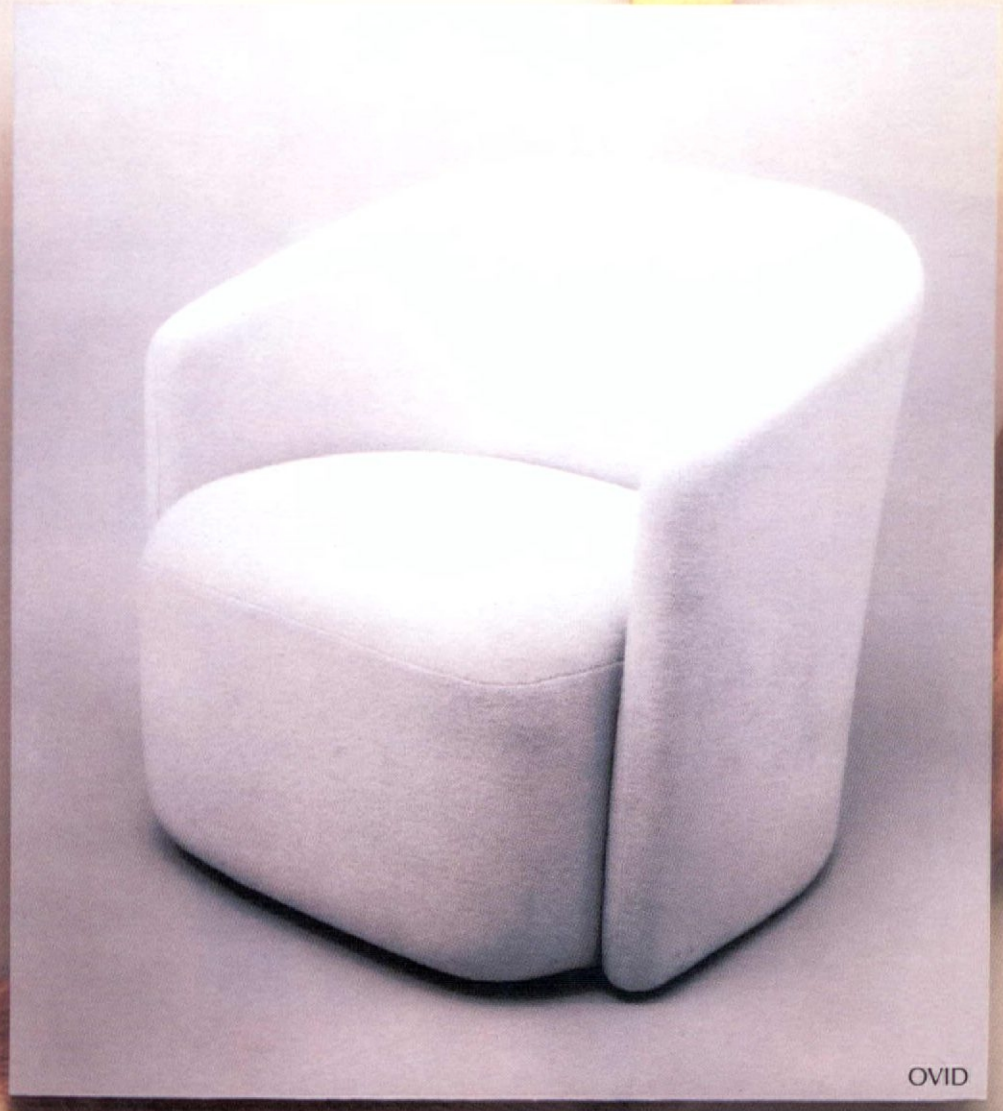
For our brochure, "The Privacy Option for open plan offices," contact Modernfold, P.O. Box 310, New Castle, Indiana 47362 or call (317) 529-1450. In Canada, write P.O. Box 399—Station E, Toronto, Ontario, M6H9Z9 or Telex: 27-2285.

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See us at NEOCON

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Even now, there is more to Ovid than meets the eye.

Like all Scope Furniture designs, Ovid has an inner beauty that is rarely seen. It may be sensed tacility, with a smoothing hand. It may be understood comfortingly, by a brief sitting. It may be enjoyed considerably, for the ease with which it makes maximum use of minimum space. But, unless one were to unconstruct it, piece by piece, the essence of its ability to provide satisfaction for both the end user and the person who plans for that use would not be understood.

Shown above is a section of the kiln-dried ash frame of an Ovid chair. An examination of other components would reveal similar grace and purity of form. A visit to its production center would affirm any claim of more carefully accomplished construction. And, a review of its companion sofa and ottoman would attest to the purposefullness of its gestalt.

We invite you to learn more about the Ovid seating group, designed by Lisa Sewell, and about the ability Scope Furniture Ltd. has to meet a wide range of planning needs.

ScopeFurniture

407 West 13 Street/New York City, NY 10014/(212) 243-0488

Atlanta, Boston, Chicago, Dallas, Denver, Detroit, Hartford, Houston, Kansas City, Los Angeles, Miami, Minneapolis, Phoenix, San Francisco, Seattle, St. Louis; Washington, D.C.

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Ramona . . . contemporary from any point of view

This contemporary design from AGI Industries is well suited for use in open areas. The profile of the arms and back are subtlely contoured by accent ribbing. The sleek styling of wraparound cushions gives Ramona a pleasing appearance from any point of view.*

Ramona is available in matching sofa, loveseat or chair. Also choose from AGI's collection of fabrics and leathers to match any decor.

*back view shown below

AGI

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CONTRACT QUOTES

FIRE REGULATIONS AID WOOL FABRIC GROWTH



Dr. John McPhee
Managing Dir.
Int'l. Wool
Secretariat
London—

"Wool's inherent flame resistance and regulations governing flammable fabrics are encouraging growth of wool in contract upholstery fabrics over the next five years. Contract is very important in wool's future. The United States is consuming about 40 million pounds of wool in carpet—about eight percent of world consumption. Since about 22 mills are projected to produce wool carpet, we expect a large number of introductions at NEOCON."

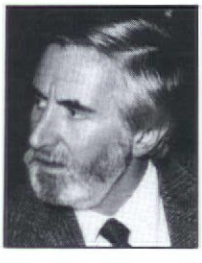
BANS ON PLASTICS WILL NOT STOP FIRES



Augustine Beekman
Consultant
Polyurethane
Foam Assn.
Southfield, MI—

"Current legislation aimed at reducing the rate of fires by restricting the use of plastics will not be effective. Arguments that plastics' use has increased the incidence of fire in recent years cannot be supported. The polyurethane foam industry has developed foams that are highly resistant to ignition. But, even if all plastics were removed from structures, deadly fires would still occur. Any combustible material releases toxic by-products if ignited. Thus, concentrating on the relative hazards of a specific material may cause people to overlook the many causes of a tragic fire and thereby negate our efforts to develop and improve intelligent fire prevention and control programs. Fires and fire-safety are a people-problem.

CARPET INVENTORY SHORTAGE DUE IN '84



Lewis
MacDermott
Board Chairman
Criterion Mills
Cartersville, GA—

"There may be some shortages in olefin in the third and fourth quarters of '84. This is due to the product's increasing popularity and manufacturers' inability to meet demand. Carpet business has been 'off' during the past few years. And, although there have been increases in olefin sales, these weren't substantial enough to justify expansion by suppliers to meet '84 needs. This is true for nylons as well."

AS OFFICES SCALE DOWN, FURNISHINGS RESPOND



Fred Seeman
President
Helikon Furniture
Taftville, CT—

"We find that because of the increasing cost of rental space, executive offices are becoming smaller. Storage systems are responding more critically to user needs, especially in vertical storage systems. We have noted that executives are seeking those solutions which are adaptable to CRTs and related electronic equipment, particularly in the category of concealed storage. A 600-to-700 percent increase since 1976 in rents has spurred this trend, as has the influence of inflation."

GROWING TREND FOR ELECTRONIC SUPPORT



Doug Limberg
Director
Mktg. Comm.
GF Furniture
Systems
Youngstown,
OH—

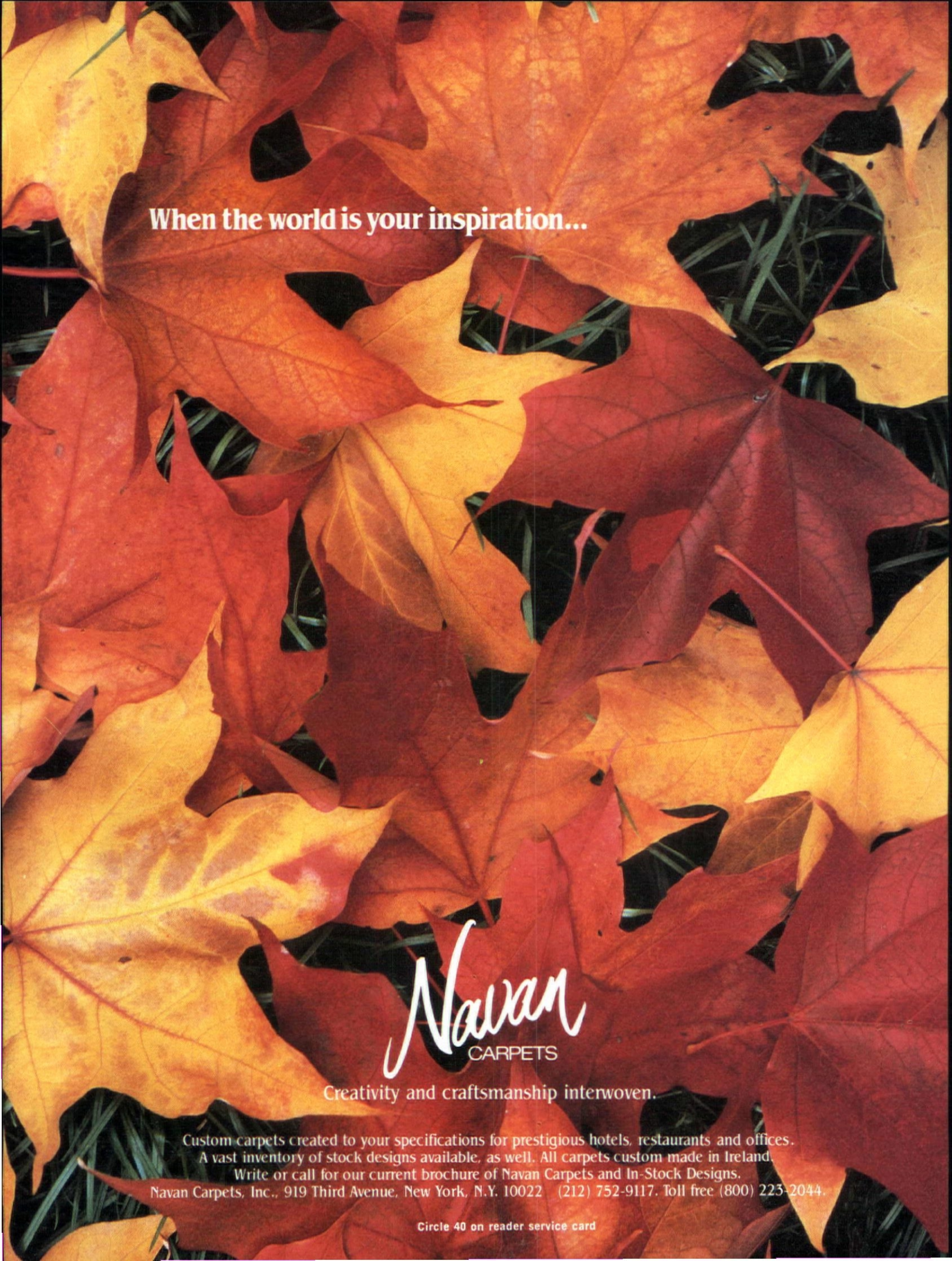
"Offices are developing along the lines of an ergonomic response to electronic, automated systems. We see a rapidly growing interest in electronic support furniture, storage for floppy discs and related electronic data, and a whole plethora of associated support furnishings. Users are more concerned with ergonomics and adjustability. There is more attention being given to quality. Development of product lines through overseas and domestic consultants is a major trend."

OPEN PLAN, WALLED MIX DICTATE CEILING CHOICE



Andrew F. Hanley
General Sales Mgr.
Architectural
Ceiling Sys. Div.
Armstrong World
Industries
Lancaster, PA—

"We see a continued trend in office design toward the combination of large, open plan office areas with closed, conventional walled offices along the perimeter. In large, open areas, ceilings become the dominant surface, both esthetically and from a performance standpoint. Acoustics and lighting become critical factors in open areas, while perimeter offices present fewer performance problems but more opportunity to the specifier for different and upgraded visuals. Ceiling systems and walls providing NRC, STC, and NIC levels, along with energy efficient, low-grade lighting, have become increasingly important."


When the world is your inspiration...
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CARPETS
Creativity and craftsmanship interwoven.
Custom carpets created to your specifications for prestigious hotels, restaurants and offices.
A vast inventory of stock designs available, as well. All carpets custom made in Ireland.
Write or call for our current brochure of Navan Carpets and In-Stock Designs.
Navan Carpets, Inc., 919 Third Avenue, New York, N.Y. 10022 (212) 752-9117. Toll free (800) 223-2044.
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Tuohy

Waterfall Desk Series

Tuohy presents the Waterfall Series as a system of executive and executive-staff level desks, returns and credenzas. The Series' design detailing is derived from the gentle waterfalling radius that wraps the edges of all drawer fronts, tops and panels.

Waterfall Series desks have selected, color-matched veneers and matching solid hardwood edges. Standard species are Honduras mahogany, black walnut and white oak. All materials and appointments have been selected with the highest regard for excellence.

The Waterfall Series offers design compatibility with other executive furnishings from Tuohy, including conference tables, seating, shelving and task centers. Brochures and specification data are available on request.



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Designer Al Fiori Discusses the Architectural Dimensions Series



"Just think of all the possibilities. With my new desk designs, your customers can now create their own individual design statements. They can choose from a variety of six edges, finishes, two-tone combinations... and several reveal options. The possibilities are endless! I've also proportioned the entire series to work in a multitude of office space requirements with edge detailing of 1¾" or 3" diagonal scale. There's even a complete line of computer accessory options. I believe Architectural Dimensions is the start of something big... Condi definitely has the edge over the competition."

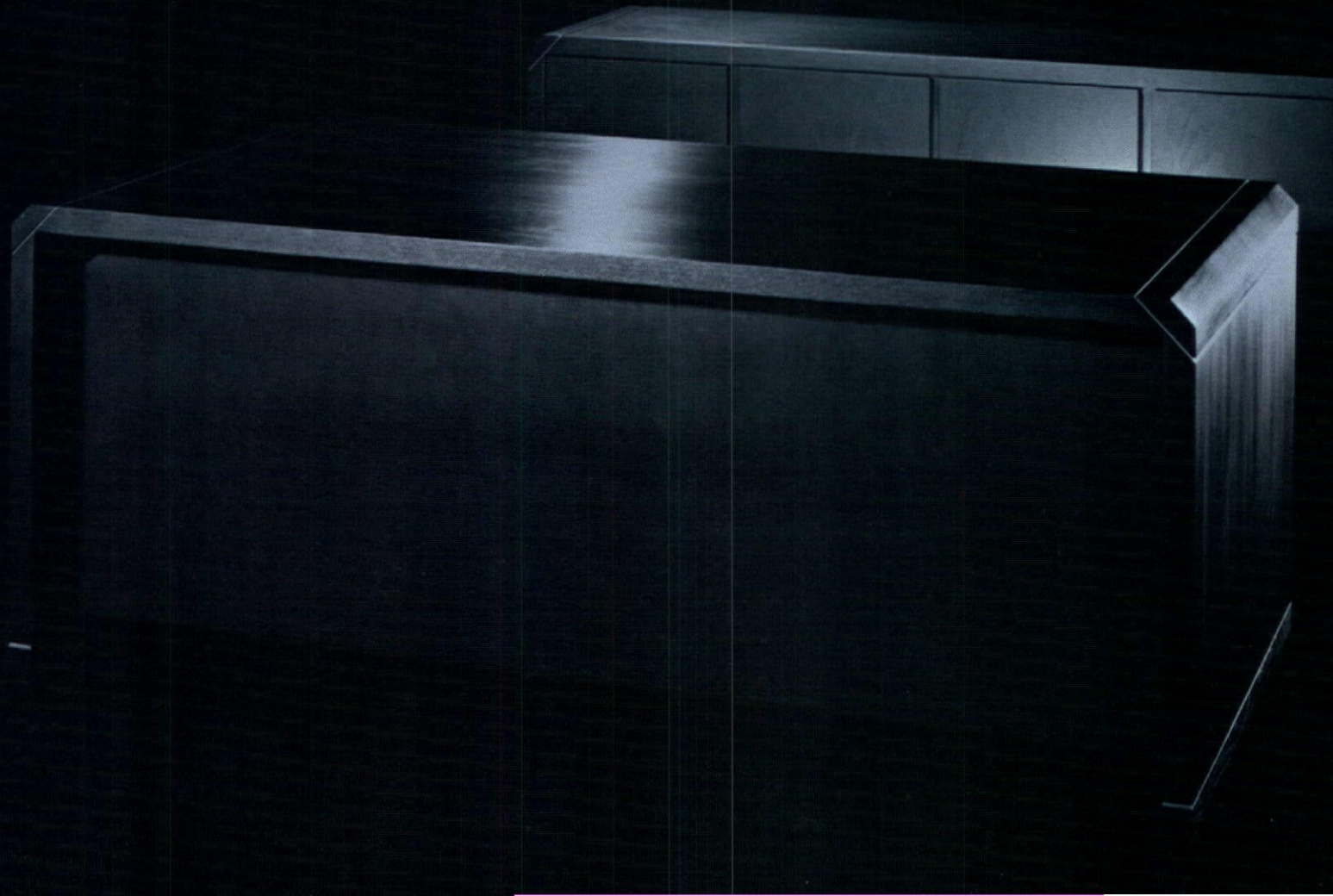


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Space 9009; (214) 742·7571
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the Pacific Design Center,
Space 219; (213) 658·5500
San Francisco
the Galleria/Design Center,
Space 449; (415) 861·7459
Seattle
the Design Center Northwest,
Space 222; (206) 767·5900
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CONTRACT

COLOR LINE



Bi-color palette multiplies marble tile flooring options

By Katherine Forman

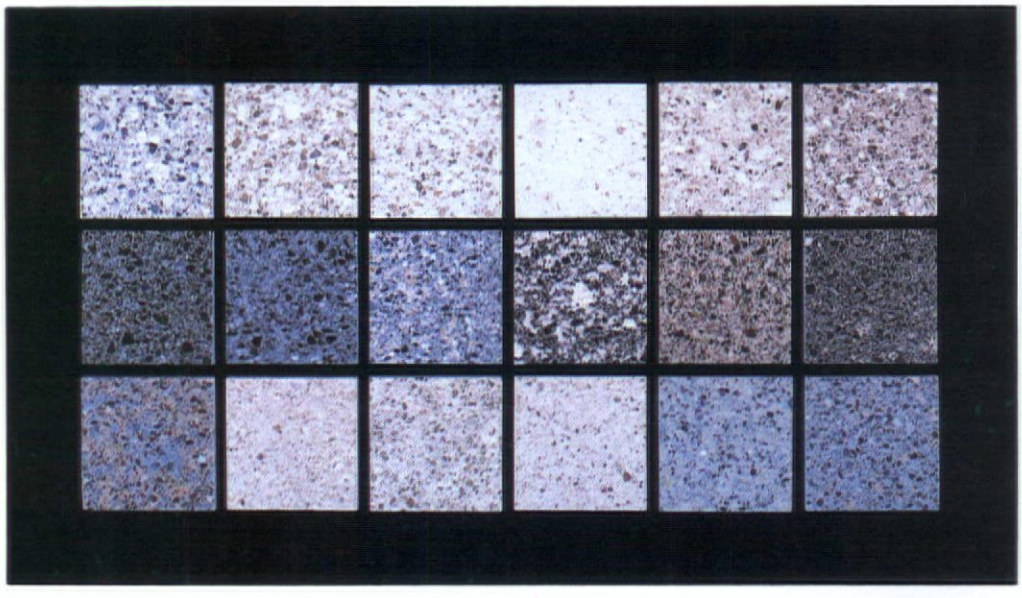
Effective use of the bi-color palette, a color system which permits many colors of the same value to be used in juxtaposition, can be seen in Barbara Schirmeister's new marble floor and wall tile line for ArmStar. Designed to coordinate with important contract industry trends, the collection includes 18 natural marble colorways which can be used to create a variety of pattern and border effects without introduction of additional floorcovering materials.

Comprised of four, basic color families ranging from rose to burgundy, beige to taupe, gray-blue to black, and light- to dark-peach, the tile group permits color and pattern versatility through what Schirmeister describes as the "non-committed hues." Selected shades of taupe, for example, create a bridge between grays or blues and beiges or browns. "Thus, they enable the designer to develop overall floorcovering patterns incorporating both colorways," she explains. "The system can be described in terms of a star with the neutrals forming the center from which other colors emanate."

Included in the ArmStar Armstone™ collection are 12-in.-square floor tiles and 4-ft.-square wall tiles. Patterns in each group include composite and monolithic styles in warm and cool ranges that may also be combined in interesting floorcovering designs.

Of note is the collection's use of naturally occurring marble color without added pigment. Tiles are made of 90 percent natural marble aggregates with a clear polymer resin that does not visibly alter the tiles' true color. According to Schirmeister, color and pattern depth are enhanced by the lack of pigment and make the tiles appear similar to granite. She also claims that the resin offers added styling versatility. By providing a reflective surface, it permits designers to alter the way in which each tile's color is perceived, depending on how it is used and combined with other tiles from the palette, she says.

Because Schirmeister and ArmStar president S. Todd Lewis were committed to sidestepping pigments, the firm embarked on a program to unearth a wide variety of natural marble colors. The final 18 selections are the result of a year of research during which hundreds of domestic and imported aggregates were tested for adaptability to today's color trends in furniture, fabrics, and surfacing materials.



Comments Schirmeister, "ArmStar implemented a controlled color and design process to assure successful product development. Because the firm's actual factory was under construction throughout the selection process, all color work was done in a pilot plant that served as a color lab for strike-offs and testing. Color was approached from the perspective of a fabric house, with the goal being an esthetic program that offers designers wide styling diversity."

Engineered for contract use in heavy-traffic areas, ArmStar expects its new product to be most successful in office, hospitality, and retail interior applications. It is slated for introduction in spring, 1984 and will carry a two-year wear warranty for interior installations. Currently, the firm is "shopping" for additional marble aggregates which will expand the color line in coming seasons, says Schirmeister.

Submissions to CONTRACT's monthly Color Line column should be directed to Color Line, CONTRACT, 1515 Broadway, New York, NY 10036.



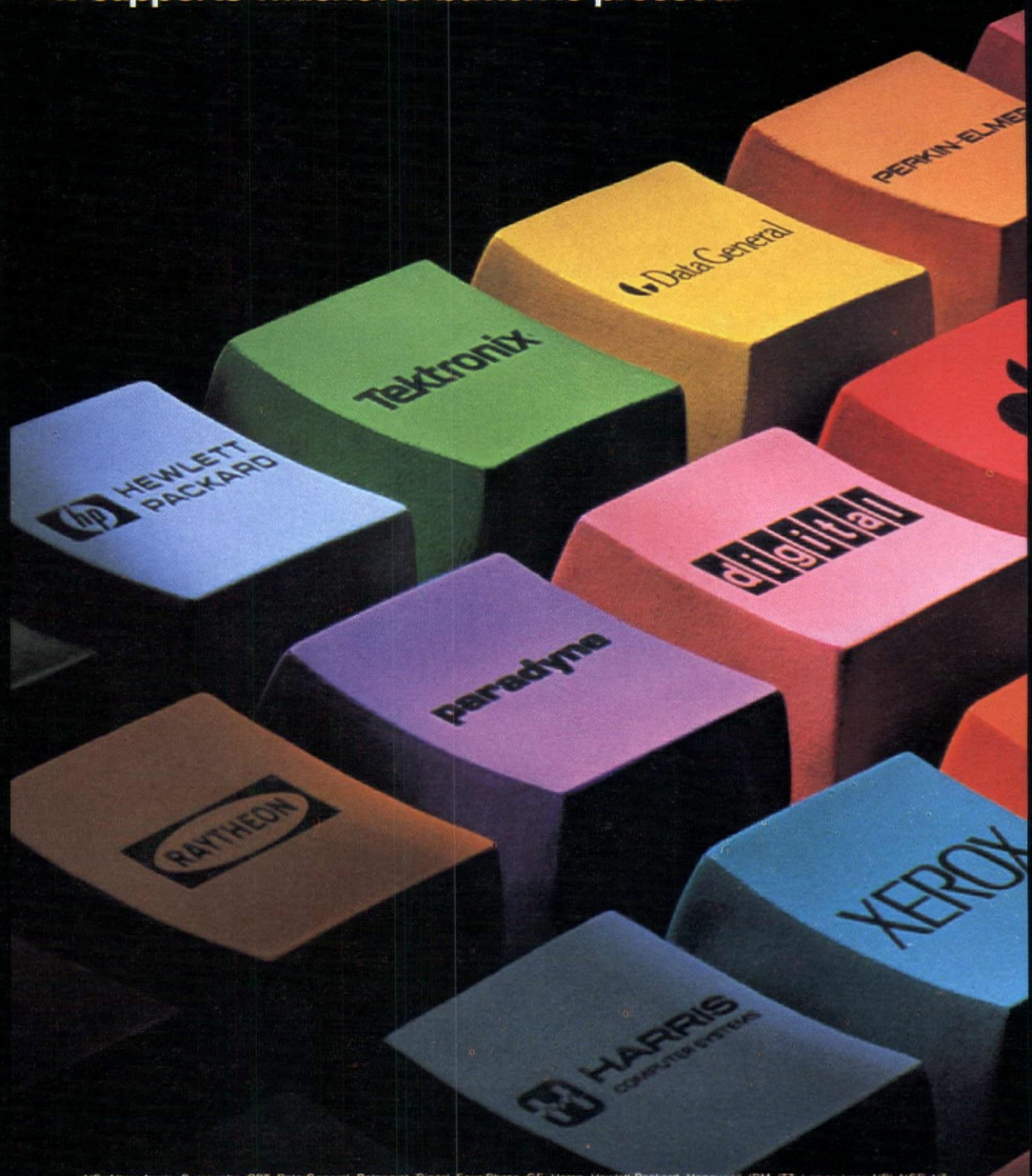
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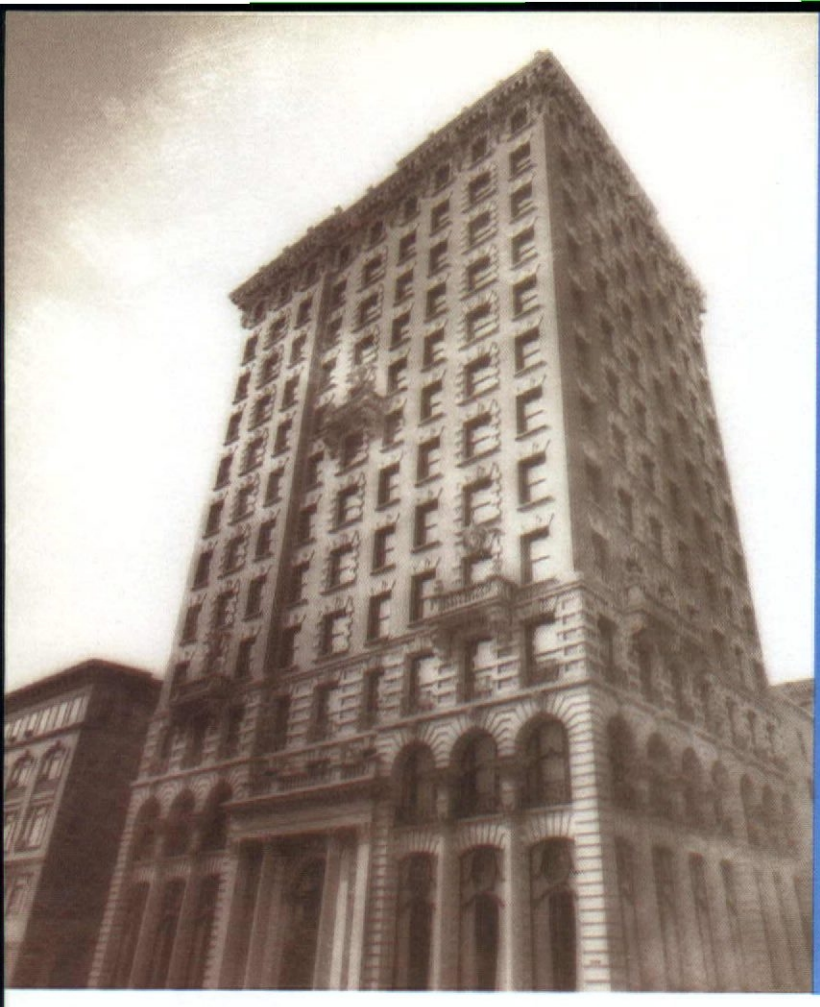


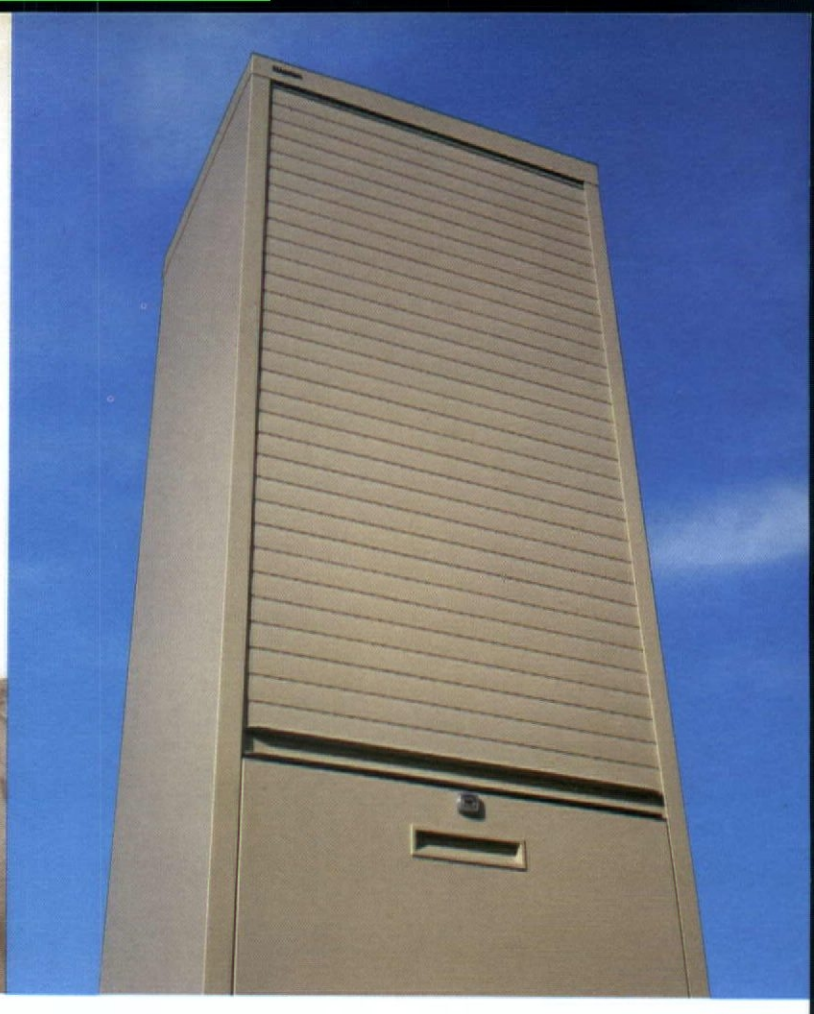
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CONTRACT

TECHNOLOGY

Video display aids retail merchandising



Complete programming on styles, prices, and quality features of any product is available to the shopper at the touch of a button on VideoSpond, a programmable point-of-purchase display combining a microprocessor with an optical laser video disc. Designed by Nuvatec Inc., product provides audio-visual display and includes a built-in printer to dispense a wide range of product information. System can be programmed to change information daily, and can present visual material of all levels of sophistication.
Circle No. 356.

Software system manages repair, maintenance

Two software packages from Creative Maintenance Systems assist in the coordination and control of building maintenance and repair. Systems track work orders, monitor and maintain cost records, and generate management reports (not shown). **Circle No. 357.**



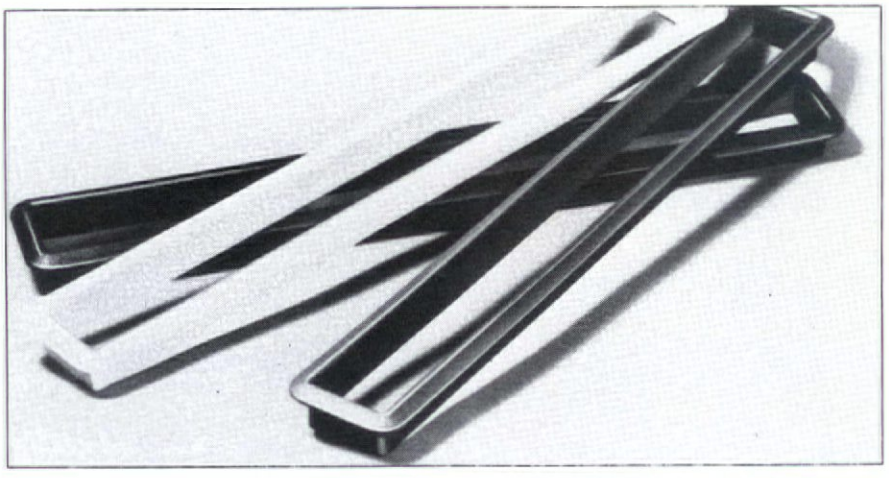
Connectors stop power mismatch

Miller Connection Soft Wiring System uses keyed components to gauge voltage and electrical functions and prevent mismatching of power sources. Product is manufactured by The Miller Co. to provide power distribution to systems with up to three electrical phases and five wires. Switching is achieved by adding three, new interlocking components, which can be installed with the system or on the job site. A complete brochure describing the product and its applications is available through the firm.
Circle No. 358.

Comfort, efficiency highlighted in computer furniture line



Data-MATE's line of ergonomically designed computer furniture includes an electrically adjustable VDT station. Unit permits user to adjust monitor height and viewing angle to adapt to standing or seated operator positions. Complementary chair offers pneumatic height and backrest angle adjustments, plus seat angle, backrest height, and pivot modifications. Waterfall front edge design is devised to aid circulation.
Circle No. 359.



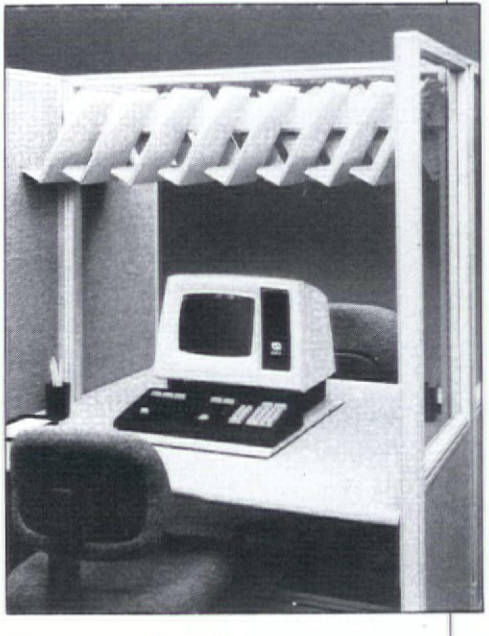
Slot-feeding paper manager reduces damage to documents

New paper management system from Plastiglide includes a radiused desktop slot cap which prevents paper from tearing when fed from a computer. System accommodates paper up to 17-in. wide and is available in black, walnut, and beige as well as custom colors.
Circle No. 360.

Add-on modules customize video display telesystem units



Add-on modules and cartridges offered by AT&T permit executives to customize functions of Genesis home-office telecommunications system to individual business needs. System links with Sceptre videotex terminal to access news and financial information, accomplish banking transactions, and arrange travel as required. Telesystem's touch-sensitive keypad includes 10 numbers which can be programmed for one-touch calling. Digital display screen can be also be programmed to signal time, day, date, and number dialed. System is offered with Nomad 700 cordless telephone for use at locations up to 50 ft. from the terminal. Also included are a remote device for accessing messages from any outside phone and automatic emergency call smoke/fire alert sysem. **Circle No. 361.**

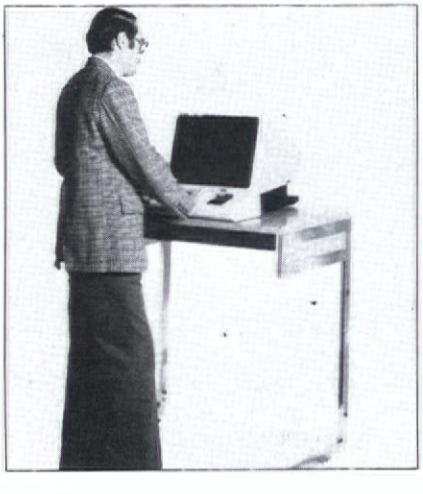


Shared VDT use permitted by turntable system

Panel Concepts' System 2 Plus VDT turntable system permits workers in adjacent areas to easily access shared equipment. Available in 18- by 18-in. and 18- by 27-in. models, system is designed to support most VDT hardware. Turntable rests on a steel, ball-bearing carousel which rotates 355 degrees to permit shared use in side-to-side and back-to-back work areas. Design options include oak, walnut, putty, and grey high-pressure laminates; durable T-molded edges and cable access hole with grommet are standard.
Circle No. 362.

Terminal table adapts to stand-up use

Decar Corp. adds a new standing height terminal table to its line of electronic office systems furniture. Unit features built-in ergonomic elements, such as streamlined wire management and chrome, welded-steel leg frames. Available in putty, walnut, and two shades of oak, table is constructed of stain-, heat-, and liquid-resistant Decarlite laminates.
Circle No. 363.



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Now that computer technology has increased your business sense, spend it wisely on the smartest office furniture system you can buy.

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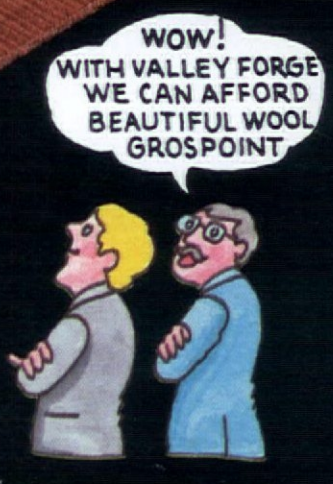
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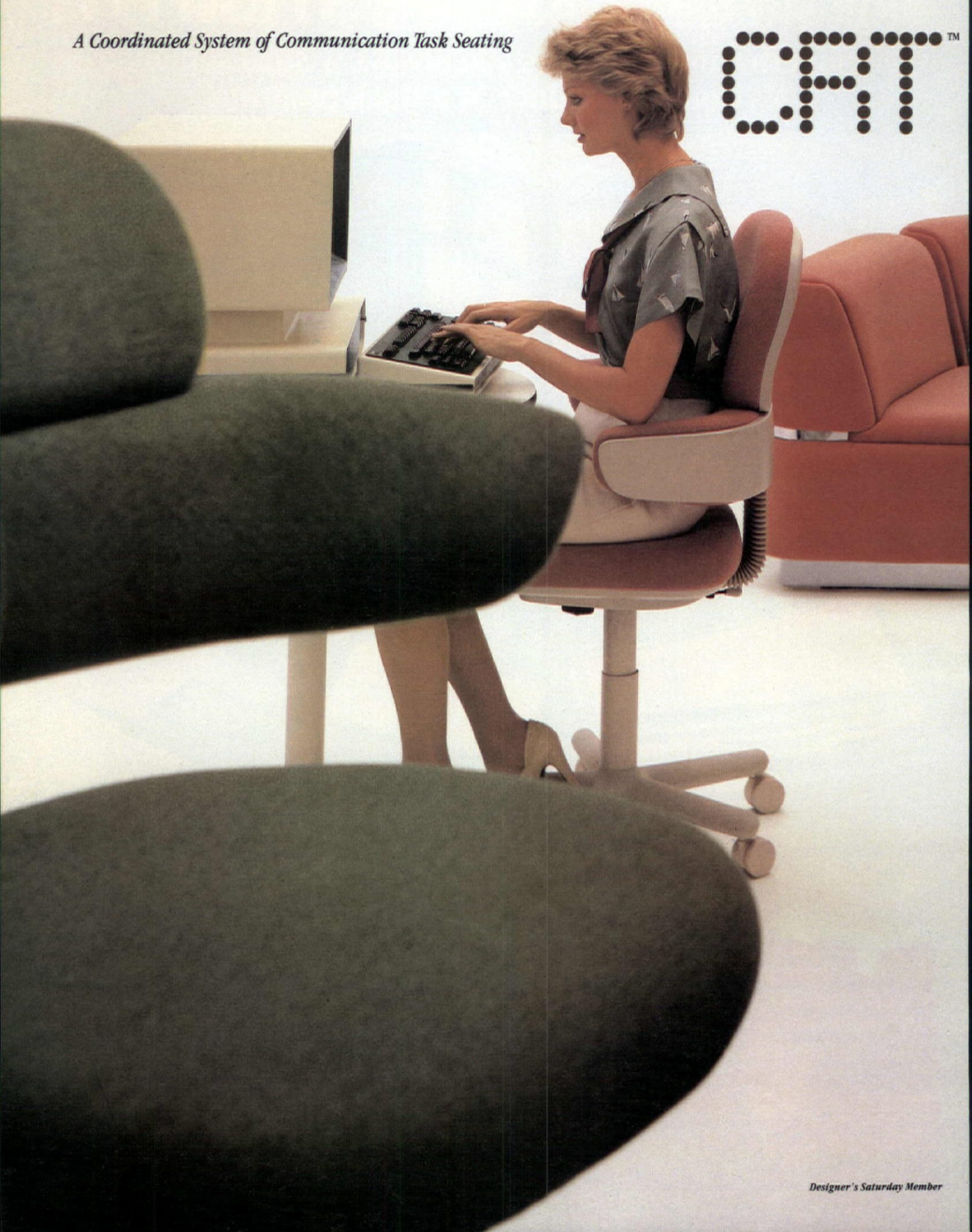
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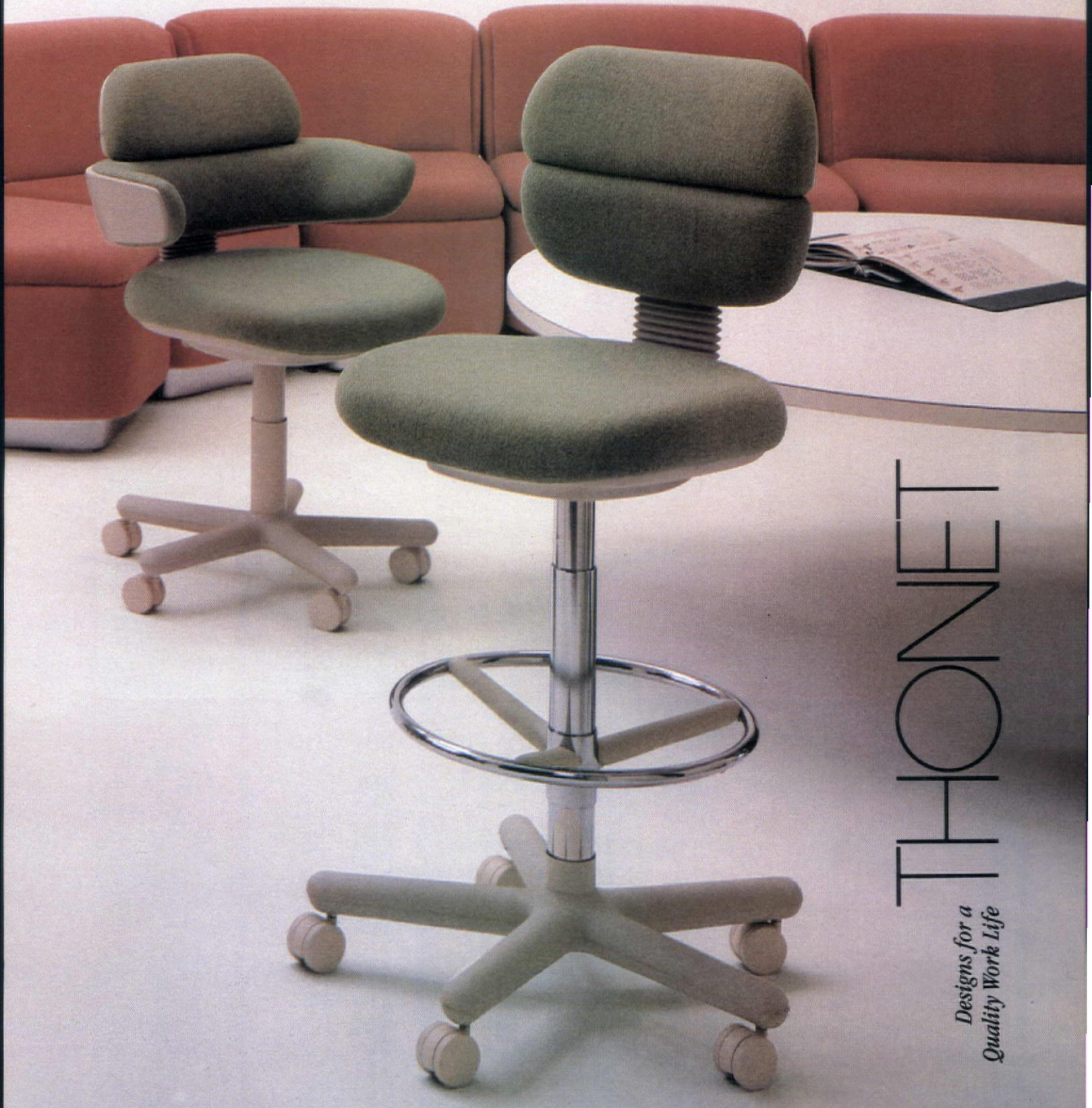
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Designer's Saturday Member

Working or relaxing? Thonet's CRT™ System of swivel seating designed by Robert Aronowitz and Bernard Katzanek of Robert Bernard Associates accommodates both disciplines.

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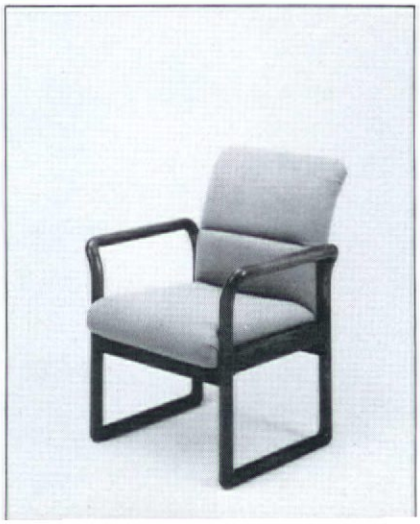
High-back chair is anatomically proportioned to provide upper- and middle-back support

The Radiante executive high-back, swivel-tilt chair from Kimball Furniture Co. is proportioned to support the upper- and middle-back portions of the body. The chairs feature wood-tone casters color-matched to the available finishes in the series.

A Springlift height adjustment mechanism provides 3 in. of seat adjustment via clockwise and counterclockwise rotations. The control disengages when the chair is in use. A pneumatic height adjustment mechanism is optional.

Also included in the Radiante collection are sled-base guest chairs in a flared design with open arms or half-panel and full-panel upholstered arms. A slight relief is featured in the base, providing solid foundation.

Radiante Collection seating is available in oak, walnut, or mahogany with vinyl, nylon, wool, or leather upholstery. **Circle No. 332**





Bradley VII. One of many original Brown Jordan designs for outdoor/indoor use.

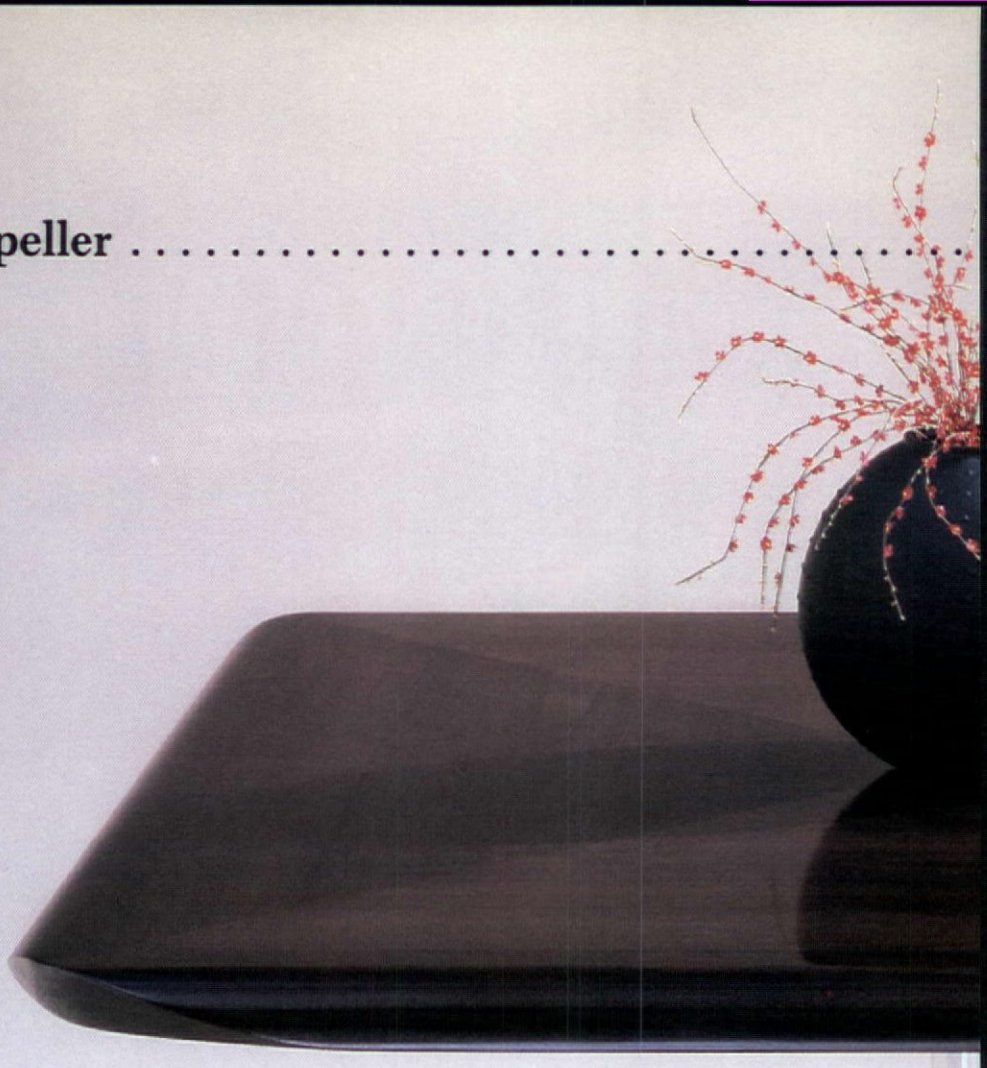
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Base by Jim Howell

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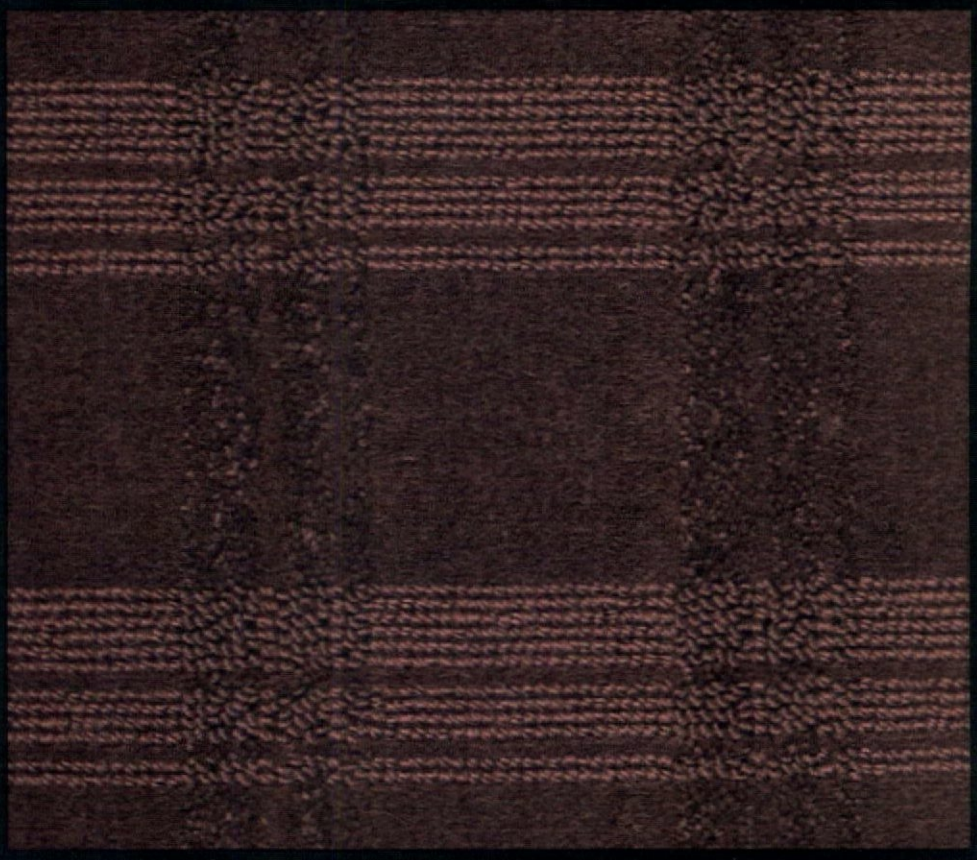


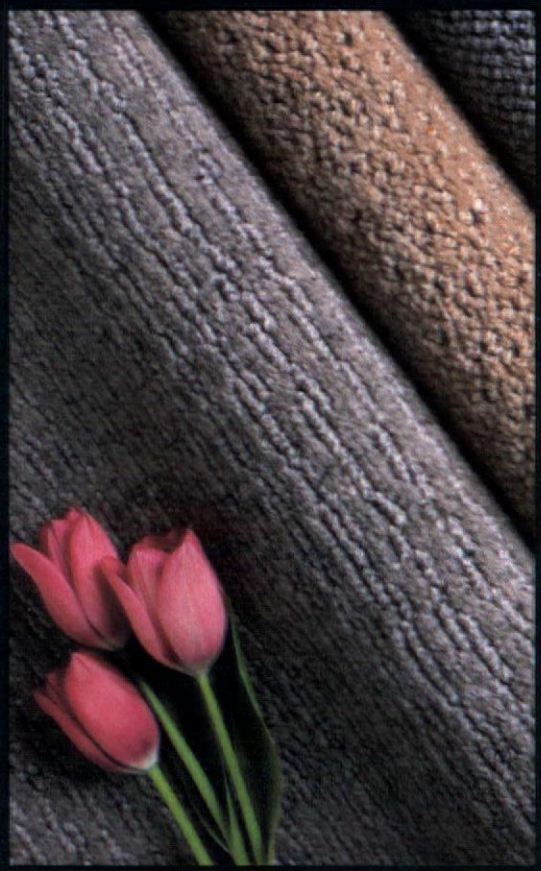
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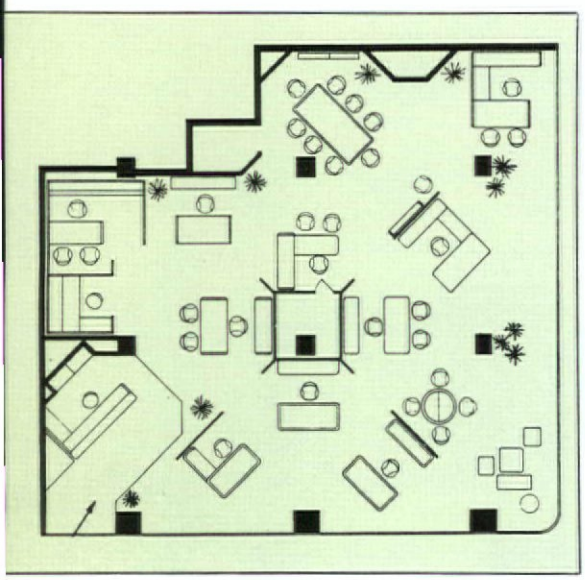








Smoked mirrors, photo displays visually expand space in Chicago Merchandise Mart showroom



Alcove layouts treated with mirrored walls and columns visually enlarge space in Hardwood House's Chicago Merchandise Mart showroom. Also expanding space are large-scale photos of the firm's furnishings products. Installed on alcove walls in the outside corridor, photos maximize available display space by making the hallway appear to adjoin the showroom.

Previously an undivided 3,000-sq.-ft. area, Hardwood House's showroom now features floor-to-ceiling panels which form a series of separate display settings. These fabric-covered panels are trimmed with black to create a chimerical frame for furniture settings.

Designer Joseph Lubner treated structural columns and entryway walls with smoked mirrors which reflect elements within the showroom. The resulting mirror images cause the showroom to appear to have more rooms than actually exist.

Sophisticated, neutral gray and black color schemes were selected as backdrops for furniture displays. These unobtrusive colors serve as a foil for wood furnishings without distracting visitors. Recessed and track lighting provides sufficient general illumination, yet spotlights product displays.

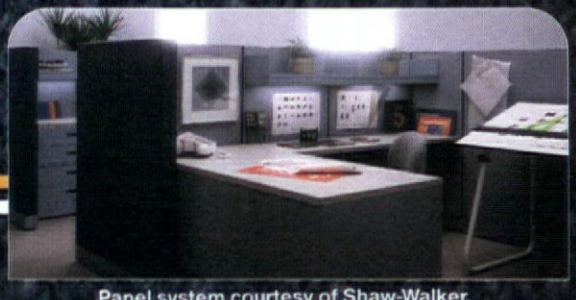
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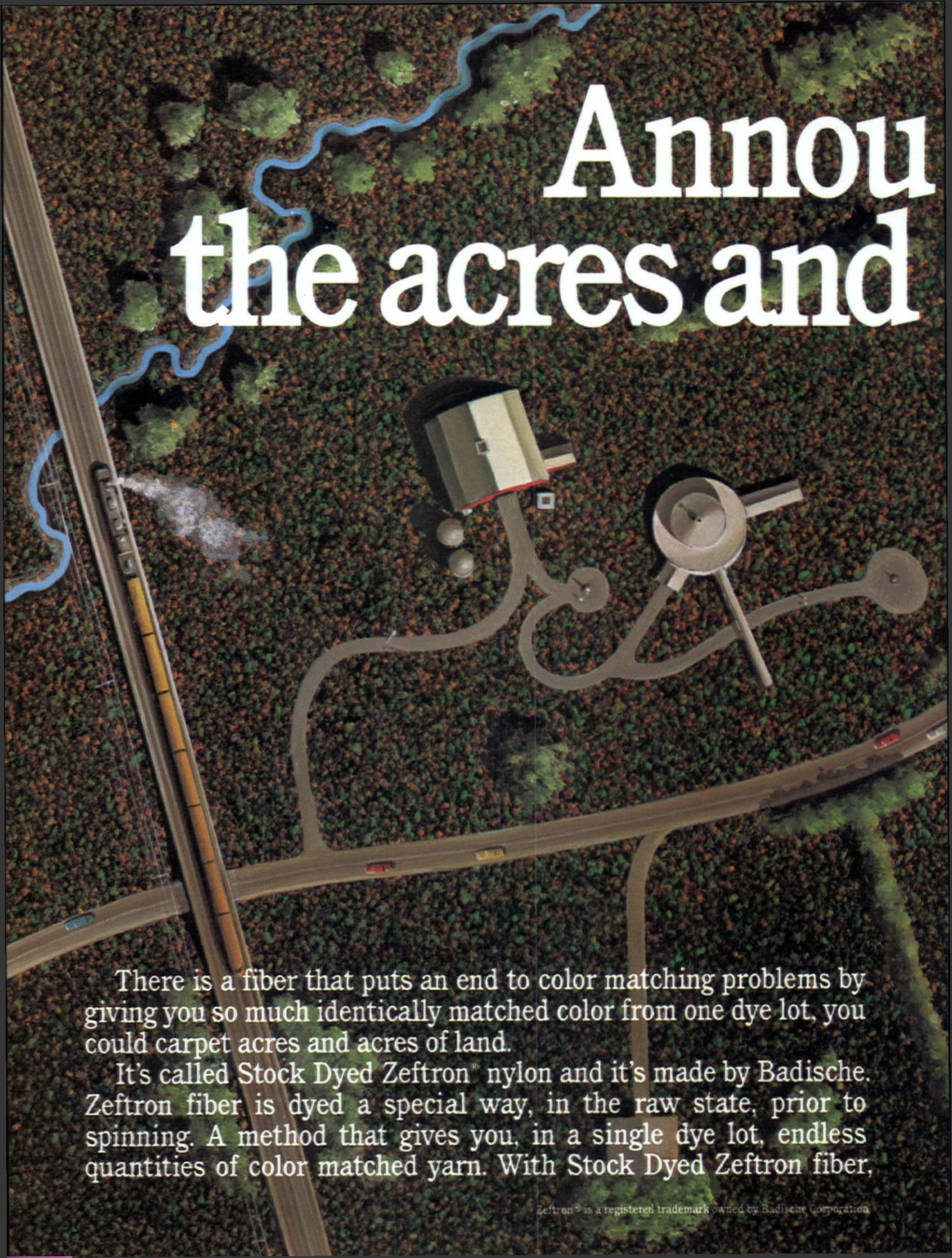
Panel system courtesy of Shaw-Walker.

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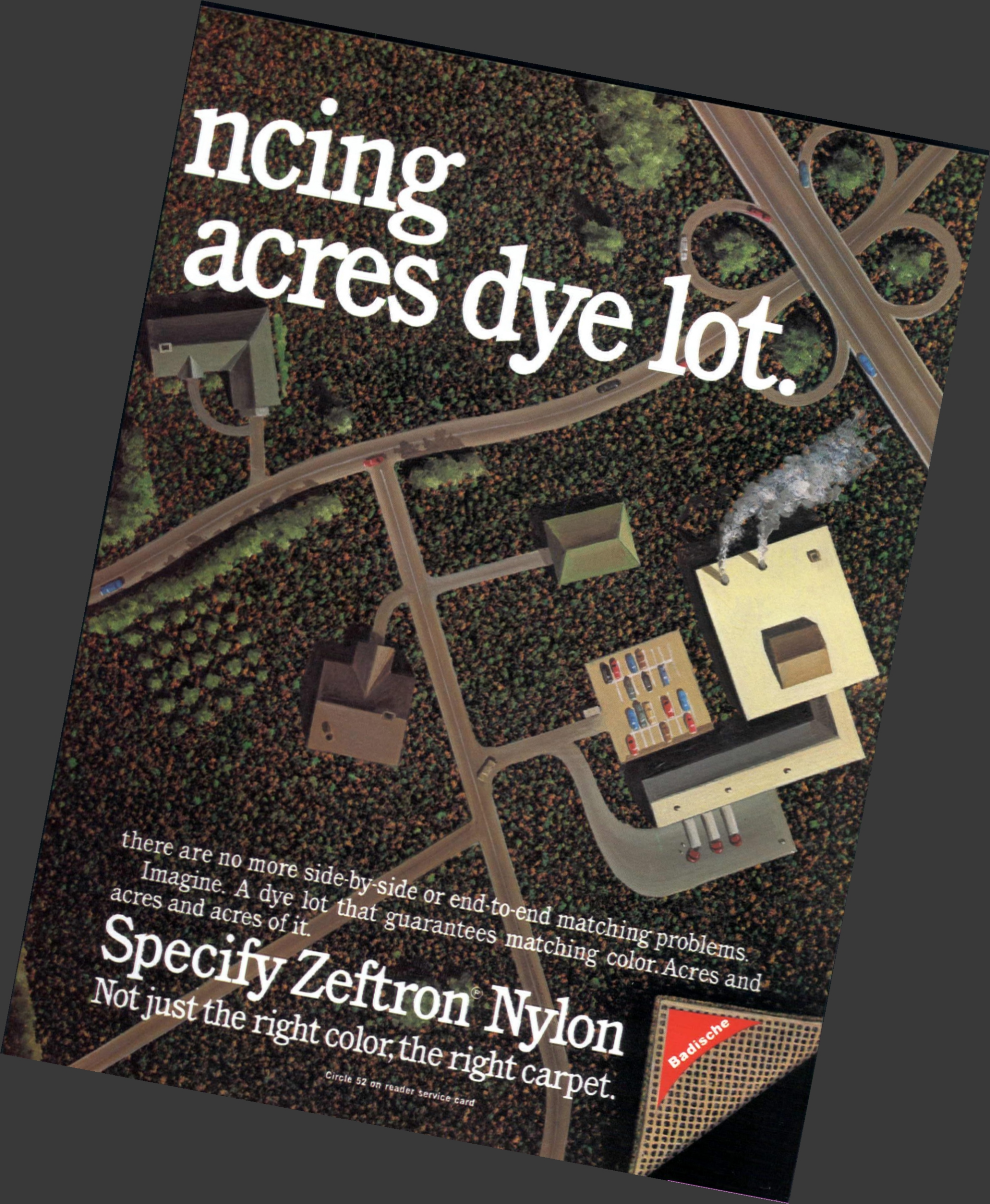
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Our major business is carpet fibers and yarns for contract carpeting. So we direct most of our research and development resources, as well as many of those of our $16 billion international parent company, BASF, into new technology to create better and more beautiful contract carpeting.

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Dial (804) 887-6573, get the name of the Badische consultant nearest you and then see how easy carpet selection can be. You will receive the Badische Contract Carpet Guide which illustrates carpets, by traffic classification, from over 40 mills; help in finding the carpet engineered for your specific needs; help in making up carpet samples; help in writing up your carpet specification; and yarn pom chains for color selection. All for free.

An endurance test to ensure your carpet will endure.

Because no one wants complaints after the carpet is down, it must first be Badische Performance Certified. This means your carpet has undergone a series of rigorous tests that ensure it has been manufactured to the specifications for which the fiber and yarns were engineered. Once a carpet has been certified, that carpet will live up to what's expected of it in its traffic classification. If it didn't it wouldn't wear the Badische name.

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Not just the right color, the right carpet.

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Artec

Pantera



Pantera seating accommodates the operational comfort zones that exist for each element of the human anatomy, and preserves freedom of movement for bending, pivoting and stretching.

Pantera blends design detail, exciting options and the richness of wood to create harmonious environments, for executive, management and task applications.

Designed by Earl Koepke and the Artec Design Staff.

Artec A Division of Kimball International 1600 Royal Street Jasper, IN 47546 Telephone 812.482.1600

Showrooms:	Atlanta	Boston	Chicago	Dallas	Denver	Houston	Los Angeles	New York	Seattle
	404.233.2229	617.357.5505	312.644.8144	214.869.0480	303.295.7066	713.629.7711	213.269.9261	212.753.6161	206.763.1330

Circle 53 on reader service card



Displays are used as workstations to maximize showroom space

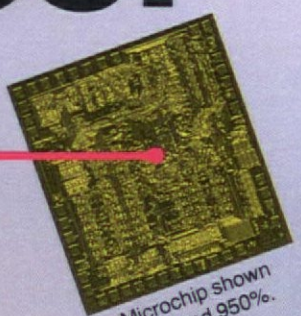
By turning Westinghouse furniture systems displays into working offices, planners overcame tight space constraints in the firm's Dallas World Trade Center showroom. In addition, design treatments double as an efficient marketing tool, by illustrating how the firm's furnishings products are used.

Dallas design firm HKS Interiors renovated Westinghouse's 4,700-sq.-ft. showroom to include new space configurations in open plan offices for sales, clerical, and mailroom staff as well as landscaped storage and audio-visual areas. Furnishings and panels are angled away from the entry to maximize visibility from both ends of the space.

Taupe carpet tiles in solid and confetti patterns enhance the furniture systems' curved shapes. Traffic patterns and display areas are defined by contrasts between the two carpet styles.

Accenting showroom design is a color center which illustrates the firm's full range of fabric and finish colors. A large-scale mural of the Dallas skyline compensates for the showroom's absence of windows.

Don't gamble with your chips!



Microchip shown enlarged 950%.

Microchips, that is!

Today's electronic office contains new machines which are full of little modern miracles... microchips. The microchip (see picture), a thin silicon wafer, contains minis-cule circuits which can hold a million electronic components... more than the 30-ton ENIAC, the world's first electronic digital computer.

Even though microchips are the very center of an electronic office they can be damaged by unseen and unnoticed conditions... like electrostatic discharge!

Tests have shown that blips, glitches and gremlins in computer operations are sometimes nothing more than electrostatic discharges from humans... discharges so low in voltage that humans don't even feel them, but the microchips do!

That's why Heuga has introduced Electron ESD **(electrostatic dissipative carpet squares)**. This new modular floor covering has met the exacting standards for static control established by IBM, Honeywell and Burroughs... standards which require the normal electrostatic build-up to be dissipated rapidly so that not only will humans not feel a shock... neither will your microchips.

Electron ESD, produced with long-wearing and soil-hiding Antron XL yarn by Du Pont... and exclusive Mexphalt™ backing to hide flat cable systems... is the latest from the **world's largest and most experienced carpet square manufacturer**. Electron ESD protects your investment in your modern electronic office equipment.

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Electron ESD by heuga

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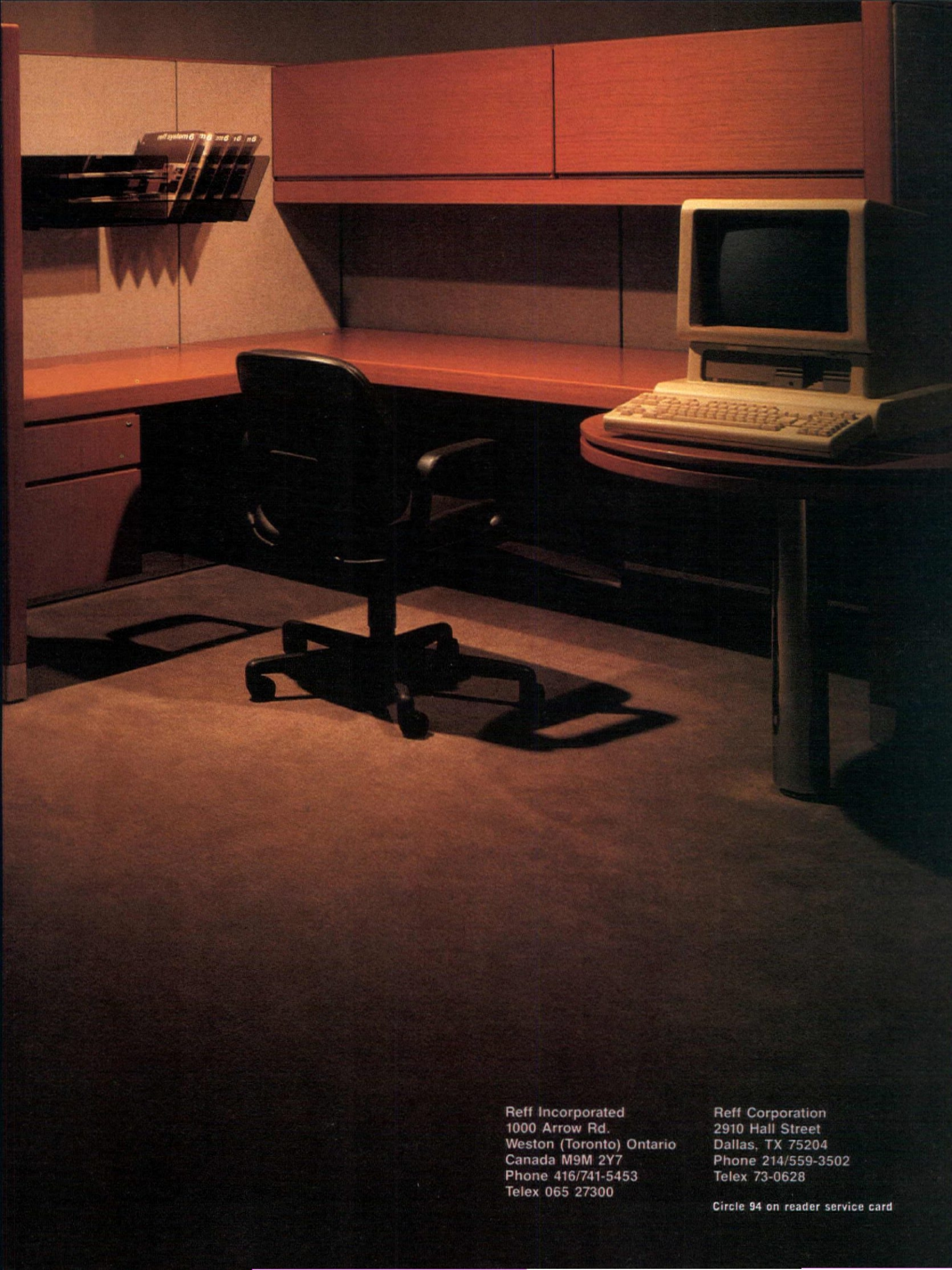
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Telex 065 27300

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Telex 73-0628

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PEOPLE/NEWS

The Brewster Corporation announces the appointments of **Thomas O'Connor** as president and chief executive officer, and **Richard Draper** as director of marketing.

Charles F. Tysinger has been promoted to advertising and merchandising manager, Amoco Fabrics Co.

Wunda Weave Carpet Company appointed **Robert A. Hahn** to the position of sales manager, western U.S.

Thomas R. Spangler (shown) was appointed general manager, Executive Furniture Inc., Huntingburg, Ind.



Spangler

Desiree E. Arena (shown) has joined the Karastan carpet and rug division, Fieldcrest Mills Inc., as a stylist.



Arena

Donald E. Bellew, president, SCOTFOAM, was elected to a one-year term as president, Polyurethane Foam Association.

Baxter Hodell Donnelly Preston announces the appointment of **Stewart S. Maxwell, Jr.** as department head, interior architecture.

Oliver Realty appointed **Linda W. Bayer** marketing director, Oliver Design Group.

Anthony Basile has joined Bloomcraft Inc. as vice president, operations and merchandising.

The 1983 Brayton International Chair of Excellence Award was presented to **Senator Jesse Helms** at the Greensboro, N.C. Holiday Inn. **Vice President George Bush** attended.



Chevalier



Kordaris

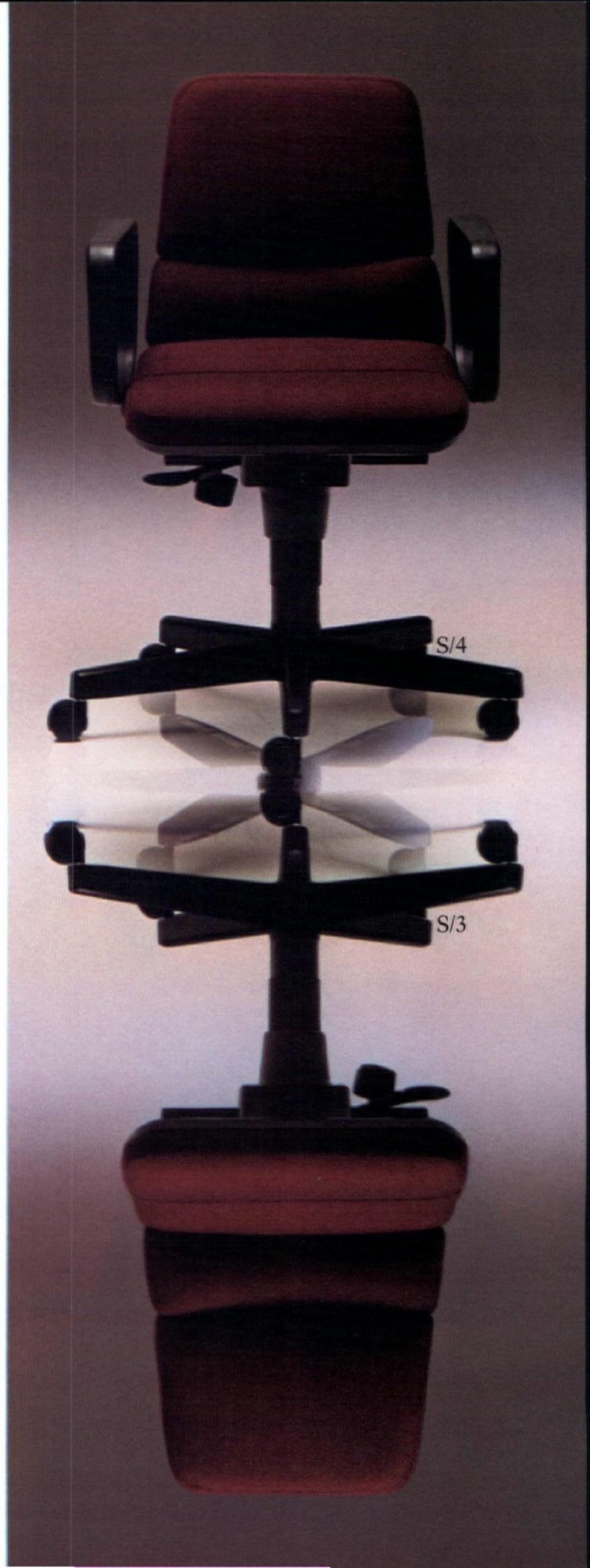
Robert Chevalier (shown) has been appointed divisional vice president, eastern division, Knoll International. **George Kordaris** (shown) is vice president/regional manager, New York region; and **Merle Lindby** is vice president, design and development, Knoll Textiles.

Lewis Zlotnick was promoted to director of business and marketing, Duffy Incorporated. **Noreen Rochford** was promoted to space programming manager.

Walter Carpets named **Aaron Rios** Los Angeles district manager.

Neville Lewis Associates announces the appointment of **John Lijewski** as vice president and managing principal, New York office.

Margie Hackett-McKee was appointed design director, Albuquerque office, Design-Interiors.



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Active Pelvic Support



Variable Pelvic Support

The *Pelvic Support* aligns the spine and pelvis in proper position, providing correct posture and a seating environment conducive to increased productivity.

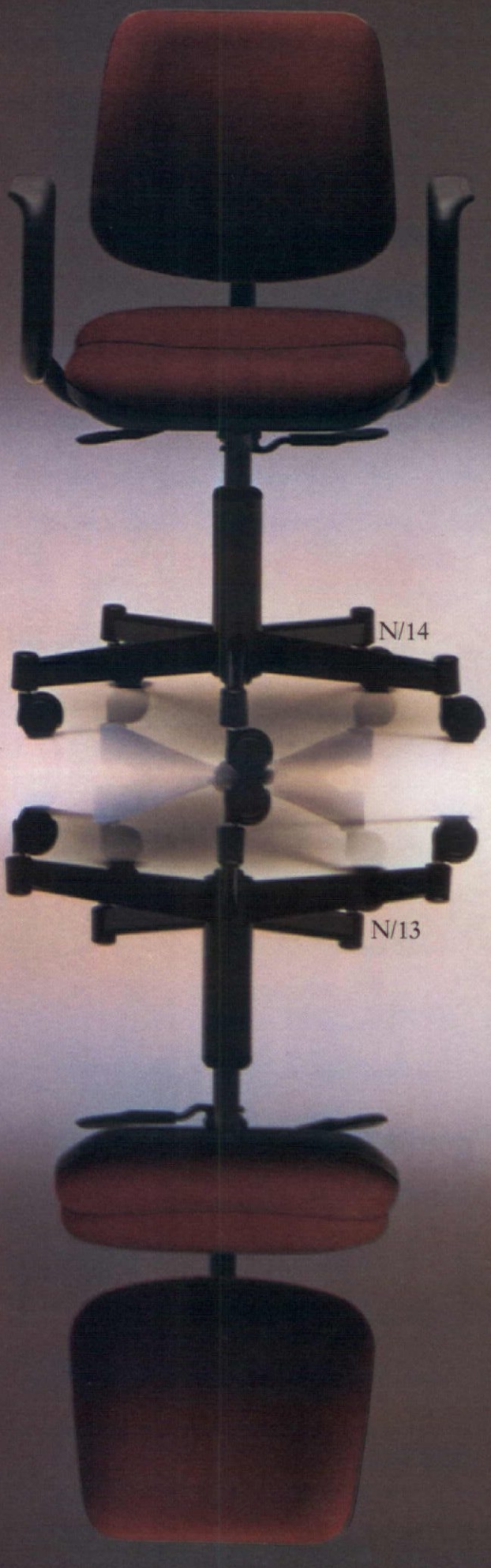


The seat surface is divided into two parts, the rear is mobile and linked to the motion of the back. When sitting upright, the pelvis is supported directly. When reclining, the rear part of the seat is lowered, maintaining support. Thus, the support is available when the user is sitting upright or reclining.

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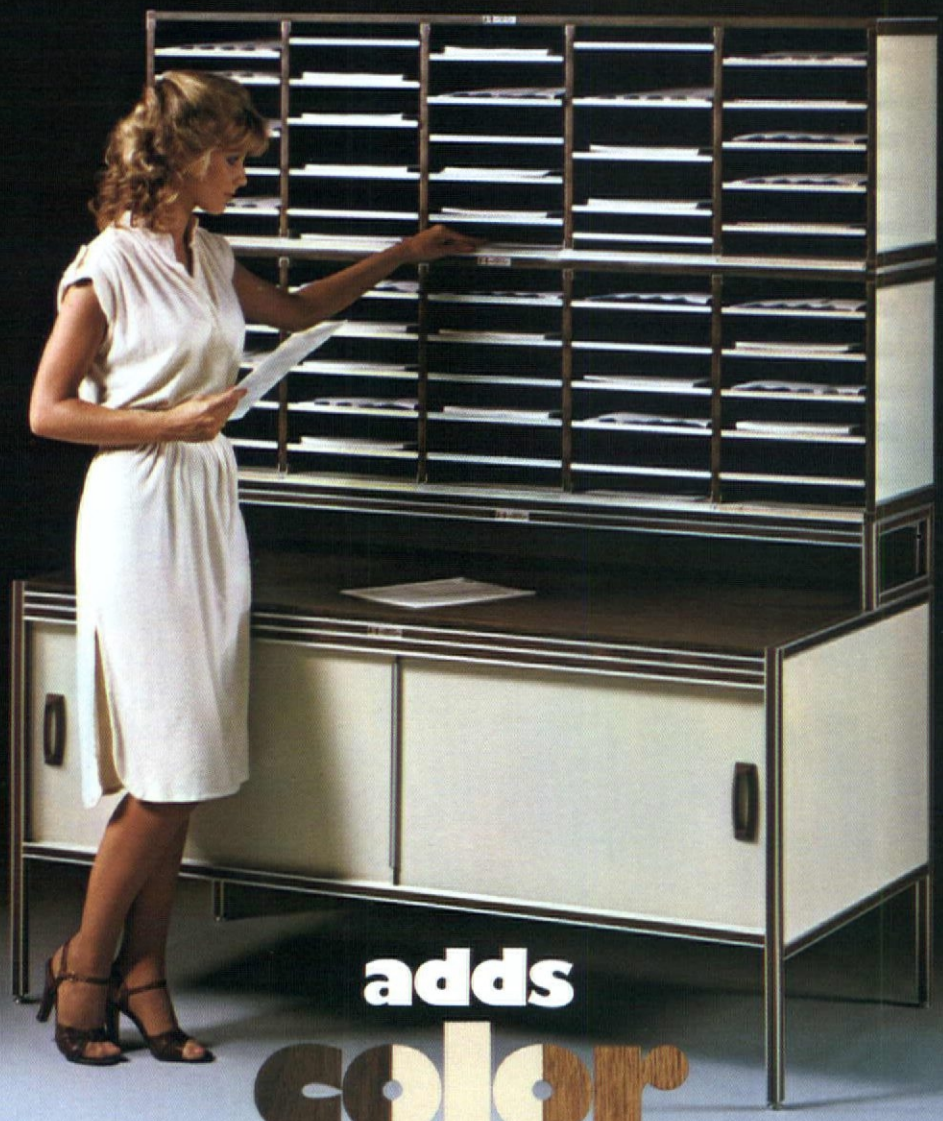
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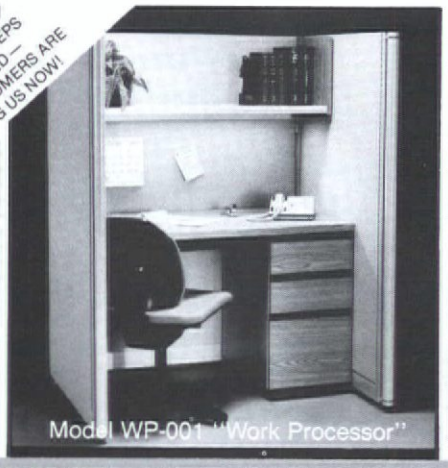
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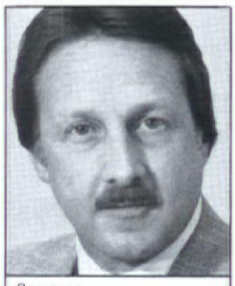
drier

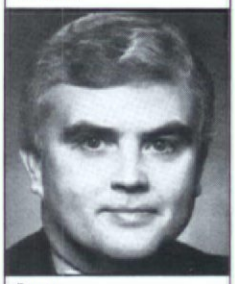
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PEOPLE/NEWS

Jake Gregory joined the Mohasco Carpet Corp. as director, product styling. He previously served in the areas of product development and manufacturing management.


Barrows


Fonte

Trendway Corp. has appointed **James E. Barrows** (shown) as director of marketing.

F. Douglas Fonte (shown) has been named president, General Wallcoverings of New York.

Schumacher & Co. promoted **Joseph Meth** to treasurer and chief financial officer of the firm.

Bob Salrin was promoted to vice president, sales, Anderson.

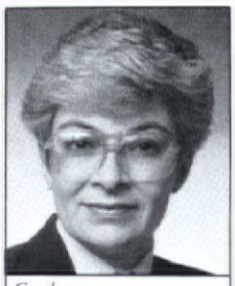
Gary Beals was appointed vice president, marketing, Domore Corp.

Carl Gizzi is the new regional director in Boston for the Leonard Parker Company.

Alvin B. Bush has been elected president and chief operating officer, Galaxy Carpet Mills Inc. **Dewey French** was promoted to vice president, national accounts.

Stratton Industries promoted **Harry L. Mills** to group vice president, sales, and appointed **Warren J. Kenney** to vice president, sales. As new territory manager for the firm, **Daniel J. Salerno** will expand sales efforts in the western U.S., and **Bob Shedd** was appointed Houston contract sales rep.

Linda Gardner (shown) has been appointed national sales manager, Curtis Products Ltd.


Gardner

Design principals **Rhoda Russota** (shown) and **Rosalyn Cama** announce the formation of an interior design firm, 270 Greens Farm Rd., Branford, CT.


Russota

Carlos Dominguez is the new director of marketing, Stow/Davis Furniture Co.

David L. Reid, group manager, general marketing, Herman Miller office/institutional div., was elected to the board of directors of Kandu Inds., Holland, Mich. The organization provides vocational assistance for the handicapped.

Welton Becket Associates appointed these vice presidents to the firm's Los Angeles office: **James Ver Hey, Daniel Chudnovsky, Philip Fisher,** and **James Takamune.** Vice presidents appointed to the Chicago office are: **David Stuhlmacher, Dennis Kunicki,** and **Al Ilekis. Peter Gorman,** New York office, was named senior vice president.

girsberger



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PEOPLE/NEWS

United Chair Co. has announced the promotion of **Dale Stewart** to manager of marketing services.

Two new sales managers have been appointed by Marazzi USA Inc. **Greg Brandt** will service the Northwestern states, while **Mike Ham** will service the Mid-Atlantic states.

Betsy Elliott (shown) is the new project manager, Design Collective Inc., Columbus, Oh. **Kate Wilson** (shown) has also joined the staff.



Elliott



Wilson

Ralph Johnson and **Anthony McGuire** were elected vice presidents of Perkins & Will Inc., Chicago. Johnson will continue as one of the firm's principal Chicago designers, while McGuire will carry out responsibilities of mechanical engineering department manager.

Robert H. Fernbacher is the new president of Baker, Knapp & Tubbs Inc., a subsidiary of North American Philips Corp. Fernbacher succeeds **Phillip Kelley** who recently assumed position of president, Chicago Merchandise Mart and DC Design Center, Washington, D.C.

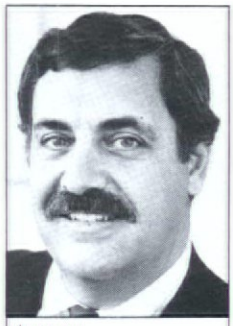
Robert Lark, vice president, Cannell & Chaffin Commercial Interiors Inc., was named to head the firm's new contract furniture and systems division. Account executives for the division are **Lecy Callender** and **Geoffrey Wylde.**

Jo Strane and Kersteen Anders were appointed contract specialists for the Los Angeles area by Hollytex Carpet Mills.

Carl Ritsch, president, Carl Ritsch Leathers of Austria, and **John W. Broere,** vice president, J-B Associates, announced the formation of a sales and marketing team for Ritsch Upholstery Leathers in the United States.

A new design center for **Shelby Williams Industries** was announced by the firm's chairman, Manfred Steinfeld.

Regina S. Baraban was named executive vice president of DiLeonardo International Inc. She will direct the firm's marketing programs and coordinate DiLeonardo's expansion in the hospitality design marketplace.



Lazarou

Charles P. Lazarou Jr. (shown) was named a partner and director, interior design, Haines Lundberg Waehler.

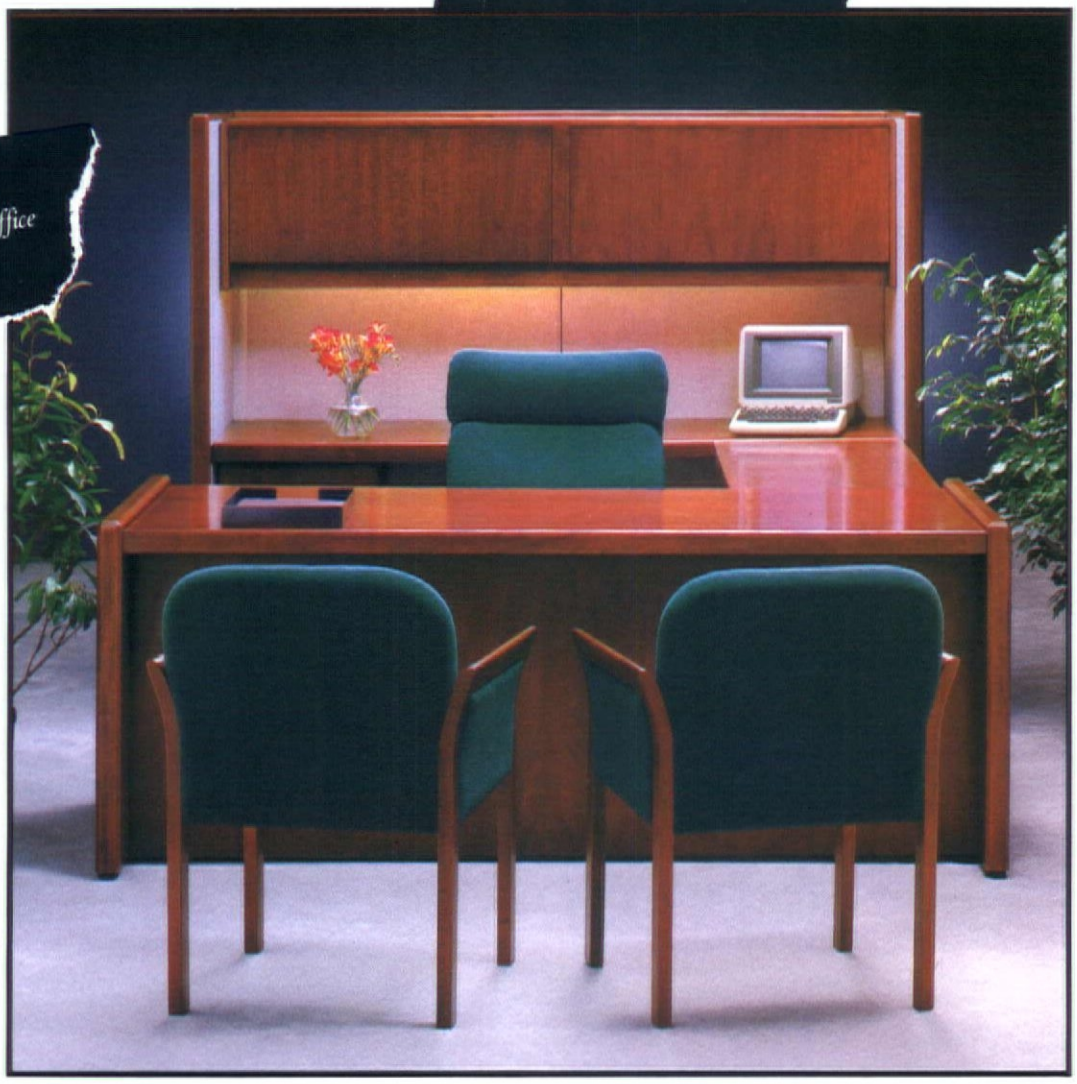
Mary Sue Kranstover has been named the new director of business planning, ISD Incorporated.

Steven Andrade is commercial specialist for the San Francisco office of Monroe Schneider Associates.

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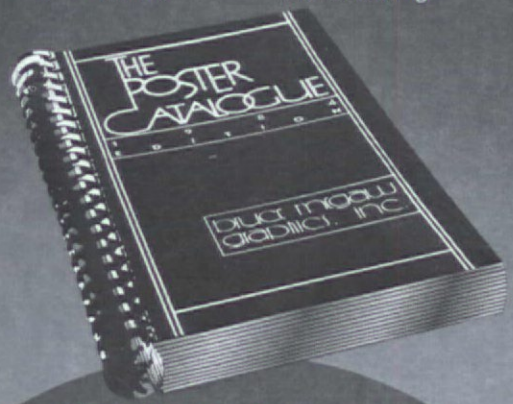
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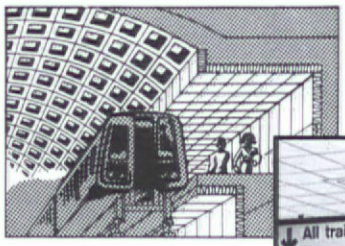
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COMING EVENTS

1984

March 19-24. FOSE '84, for office systems integration in government and industry. Convention Center, Washington, D.C.
March 22-24. WestWeek 1984 design market and conference. PDC 2/Pacific Design Center, Los Angeles.
March 26-27. Tools & Techniques For Facility Planners & Managers, Cornell University short course. Cornell Club, New York.
March 31-April 4. National Corporate Real Estate Executives 11th Annual Symposium & Exposition. Hyatt Regency, New Orleans.
April 9-11. Student Design Rally. Market Square, High Point, N.C.
April 10-12. American Institute for Design and Drafting's annual convention and technology exposition. Marriott Hotel, Anaheim, Calif.
April 12-14. National Contract Show. Cashman Center, Las Vegas.
April 12-14. "Presentations Northwest '84 . . . East Meets Northwest." Design Center Northwest, Seattle, Wash.
April 12-14. "Interior Design: Integration of the Arts," annual conference for Interior Design Educators Council. Park Hilton Hotel, Seattle, Wash.
April 13-14. NCIDQ tests, sponsored by the National Council for Interior Design Qualification. Locations announced upon registration.
April 24-25. WORKSPACE 84, conference and exhibition for facilities planning, office design, and management. Moscone Center, San Francisco.
May 4. Varieties '84. The Marketplace, Philadelphia.
May 5-9. American Architecture and Its Public, National Convention of the American Institute of Architects. Phoenix Convention Center, Phoenix Civic Plaza, Phoenix, Ariz.
May 6-8. Dal-Lux '84, Exposition of Commercial & Residential Lighting. Dallas Market Center, Dallas.
May 10-11. Design ADAC '84. Atlanta Decorative Arts Center, Atlanta.
May 10-13. 25th Annual Conference of the National Home Fashions League. Waldorf-Astoria Hotel, New York.
May 13-15. CALICON, contract furniture/furnishings show. Western Merchandise Mart, San Francisco.
May 19-23. National Restaurant Show. McCormick Place, Chicago.
June 4-7. A/E Systems '84, CAD/CAM conference and exposition. Baltimore Convention Center, Baltimore, Md.
June 12-14. INFO/SOFTWARE, applications and systems software exposition and conference. McCormick Place, Chicago.
June 12-15. NEOCON 16, World Congress On Environmental Planning & Design. Merchandise Mart, Chicago.
July 14-17. Int'l. Carpet Market. Atlanta Market Center, Atlanta.
August 4-7. The Industrial Designers Society of America's annual conference. University of Washington, Seattle, Wash.
August 16-19. American Society of Interior Designers annual convention and exhibition. Hyatt Regency, Chicago.
August 22-24. Second National Decorative Accessories Show. Moscone Convention Center, San Francisco, Calif.
August 25-28. International Woodworking Machinery & Furniture Supply Fair. Georgia World Congress Center, Atlanta.

Foreign Trade Shows 1984

April 5-8. INTERKIT, Third International Exhibition Of Kits & KD Furniture. Porte de Versailles Exhibition Center, Versailles, France.
April 12-15. Farbe '84, International Exhibit On Colour Design & Colour Application. Munich, West Germany.
May 8-10. Buro, 12th Exhibition Of Office Machines/Office Furniture Organizational Methods & Drawing Techniques. Munich, West Germany.
May 9-13. Annual Scandinavian Furniture Fair. Bella Center, Copenhagen, Denmark.
May 13-17. Interior Design International. Olympia, London.
May 17-21. Star 84, 15th International Exhibition For Furnishings Textiles. Milan Fair Grounds, Milan, Italy.
May 22-26. Oficomp Korea 84, International Korean Office & Information Management Exhibition & Conference. Korea Exhibition Center, Seoul.


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OFFICE DESIGN



GROWTH IS VIGOROUS



Without exception, research that serves the office furniture, furnishings, and design industry projects vigorous growth into the mid-1990s. A beneficiary of changing demographics—conversion of the workforce in the United States from mostly blue collar to 65 percent white collar—office design must expand to meet the needs of that growing number of workers.

Design of those workplaces, however, is being deeply influenced by 20th century technology aimed at upgrading office productivity, function, and appearance in the application of new office equipment, furniture, and furnishings. Articles and columns in this issue deal with that thrust. We hope the coverage proves useful. **—The Editors**

Virginia Education Loan Authority (V.E.L.A.) reception area combines a humane environment with advanced information management techniques. Article starts on following page.

CRT USER DESIGN BOOSTS MORALE

Environmental controls spur productivity while softening new office technology

Subtle color solutions and space planning that permits flexibility address the issue of worker productivity in new interiors for the Virginia Education Loan Authority (V.E.L.A.), Richmond. Janet Kane Interiors and Edward H. Winks Architecture collaborated to create a space that fosters efficient operational workflow and accommodates changes in office growth and expansion. A key client requirement was the need to incorporate computerization into the work environment. The interior design team therefore designed workstations and surrounding treatments to conform to the needs of CRT users.

Workstations designed in a 6- by 6-ft. dimension perform well in trapezoidal configurations used throughout the space. The overall cluster of trapezoids yields an exciting interior landscape. In addition, these workstations allow smooth transition for workers in day and evening shifts.

Boosting personnel morale and enhancing the incentive of employees, is a color scheme based on esthetic as well as practical planning. Explains Janet Kane, firm principal, Janet Kane Interiors, "With simplicity in mind, we determined a color selection that was of a subtle chroma in soft hues of aqua, mauve, violet, and neutral grays. This selection was used throughout the project in upholstery, wallcoverings, art work, and workstation fabric panels."

Gray was employed for interior elements of workstations to reduce the problem of veiling reflections, eye fatigue, and glare. Consistent with this thinking, artwork pieces were chosen for their understatement of color and designed to humanize interior spaces. Project manager and fiber artist Stefan Bruce was commissioned to produce a piece for the corridor leading to the boardroom. The final work echoes the geometric rhythm of the overall project.

Loan authority offices span 20,000 sq. ft. on three floors of a new building. A combination of open and conventional walled offices was employed, with the first and second floors dedicated to open plan, and the third, executive level to walled offices, board room, and conference space. Open plan resolved a density problem caused by the client's need to incorporate several workstations in a small amount of space.

Control of environmental conditions and their effect upon CRT workers was a key project goal. A large window area on the southeast wall led the designer and architect to employ heavy overhangs to regulate natural light. Horizontal blinds were installed to obtain additional thermal and lighting control for workers. Lighting uses fluorescent drop fixtures in a grid ceiling with normal lenses.

The building shape is triangular, conforming to an irregularly shaped lot. Within the parameters of shape and size, work areas function with minimum waste of space. Comments V.E.L.A.'s executive director, Eugene Cattie, "The new image has boosted personnel morale by 300 percent." □



Soft, subtle chroma were employed in color schemes for the Virginia Education Loan Authority, Richmond, as indicated in views of reception area and open plan workstations. Colors were chosen for their adaptability to CRT use, diminishing problems of veiling reflections, eye fatigue, and glare. Understatement of design treatments humanizes the automated work environment.

SOURCES

Seating—Metropolitan, Krueger, Harter, Mueller. **Tables**—Metropolitan, Lunstead. **Desks**—Domore/IKD; JKI Inc./Custom Woodwork Inc. **Systems**—Domore/IKD. **Carpeting**—Collins and Aikman. **Wallcoverings**—Knoll, Fabri Trak/Westgate Fabric, Brickel. **Fabrics, upholstery**—Maharam, Brickel. **Lighting**—Tivoli, Peerless. **Accessories, planters**—Smith Metal Arts, Peter Pepper.

Interior Design—Janet E. Kane, project administrator; Stefan E. Bruce, project manager; Janet Kane Interiors, Richmond, Va. **Architecture**—Edward H. Winks Architecture, Richmond, Va.

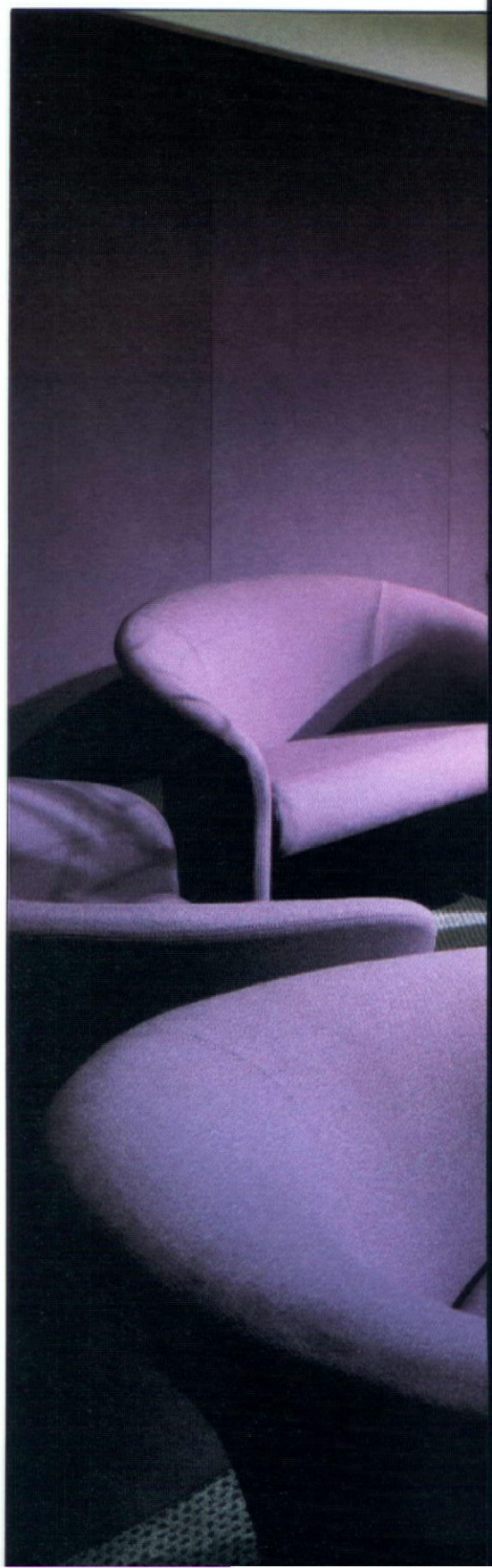




Photos by Nancy Croft and Lou Bayles



Photos by Peter Paige



NEW IMAGE HAS RHYTHM & STYLE

Joint venture planning eases firm's move

An open plan system, various lighting effects, and muted colors have been successfully combined to bring a new look to Westco Insurance Group, Ramsey, N.J. The effect achieved is a rhythmical blend of style and stability in interiors.

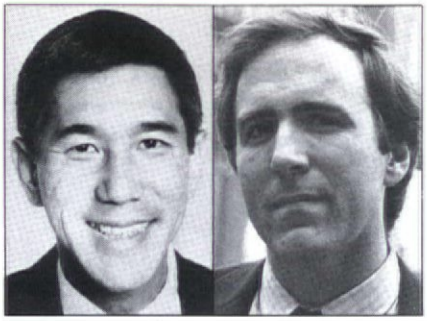
"The idea was for a new look for a 'new' company," says Will Ching, Will Ching Planning & Design, who, in a joint venture with William Walther, William Walther, Architect, redesigned the two-floor, 20,000-sq.-ft. space. "Westco was expanding and reorganizing and wanted a new image to reflect those changes. The firm also wanted to make a minimal investment in structural work as the major investment would come in the form of furnishings and artwork."

After conducting more than 60 interviews with Westco employees, Ching and Walther determined that an open plan system would best suit the firm's needs. It would maintain a "family" feeling among staff, provide for growth, and "give the option that 10 years down the road from now, they could pick up and move," says Walther. Such flexibility was considered key to the planning effort.

Panels delineate departments

Acoustical panels in 63- and 30-in. heights divide workstations and delineate departments as well as reduce noise and provide privacy. On the building's second floor, a wall physically separates a filing area from the rest of the space. Cut into the wall are large, low-cut windows and smaller high-cut windows which maintain a visual openness and provide a sense of outdoor light.

Chrome fluorescent tube lighting is featured throughout the space, while incandescent lighting is used in the conference room and corridors. A special lighting situation presented itself in the filing area where a majority of older employees worked in one-half of the space and a majority of younger employees worked in



Will Ching (this page, far left), Will Ching Planning & Design, and William Walther (near left), William Walther, Architect, harmonized muted colors with various lighting techniques to bring a new image to Westco Insurance Group. These techniques are illustrated in reception room (below) and senior vice president's office (opp. page).

WESTCO

Open plan provides for company growth

the other half. Because the filing system is color coded, the older employees needed a brighter environment—too bright for the younger employees—in which to distinguish colors such as blue from purple. The Ching/Walther team solved the problem with installation of separate on-off switches for overhead ambient and task lighting systems and installation of task lighting at individual workstations.

Color selection was based on Westco's desire for a "neutral scheme with some color." Executive offices primarily use brown, gray, teal, and rust, while open areas employ lavender, wine, and teal. A subtle hierarchy for executive personnel was achieved through application of color, wood, and furniture size as well as quantity.

For example, teal carpeting, mahogany panelling and furniture, brown and gray sofas, and a leather high-back swivel chair are featured in the president's office. A dusty-teal colored partition separates work space from lounge space, and the partition houses a bar on its lounge side. On the work side, reveal lines line up to a niche featuring a mahogany shelf, credenza, and adjacent worksurface.



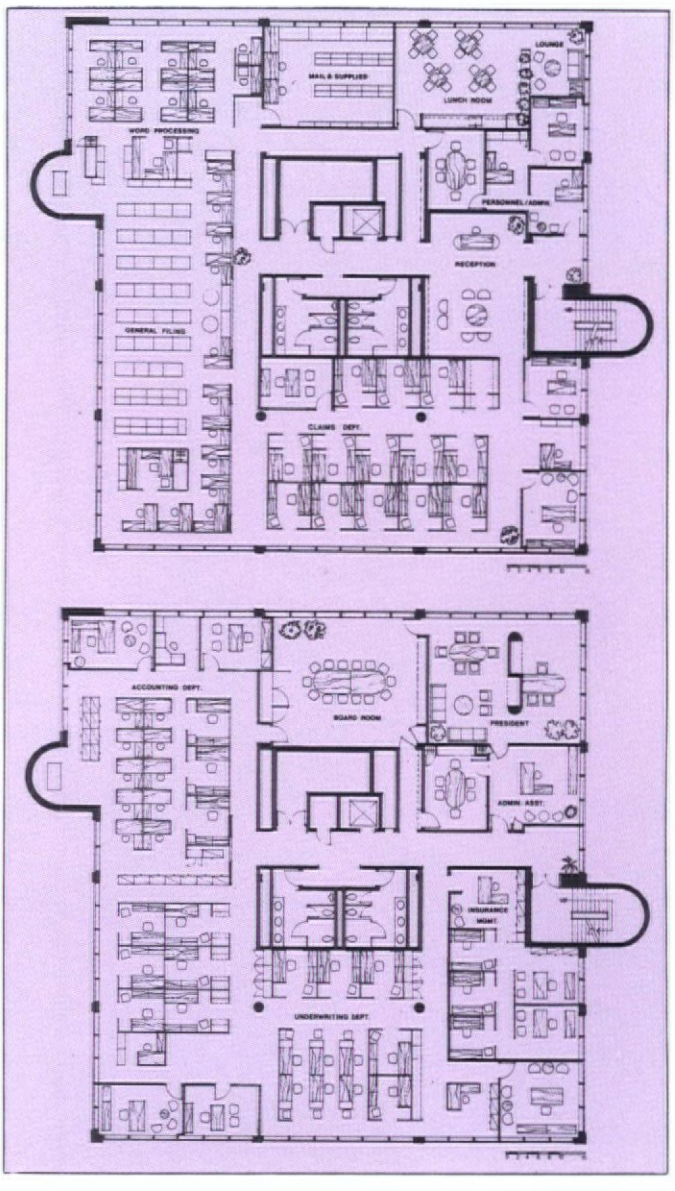
Subtle hierarchy through color

Gray carpeting with red and teal pin dots is used in the senior vice president's office, along with mahogany panelling and furniture. The swivel chair is the same as the president's chair except it is a fabric-covered version. Open areas feature the gray pin dot carpeting, oak furniture, teal columns, and lavender panels.

Located in a second-floor corner below the president's office is the Westco lunchroom and staff lounge. In addition to having "the best view," the lunchroom is twice the size of the previous lunchroom. This was done "to assure the staff that they weren't getting shoved aside in the move," Walther says.

Plants, white walls and cabinets, and wine-colored tables and chairs brighten the room, and large windows provide plenty of daylight. A white partition houses cabinets and separates dining and lounge areas.

By knocking out a stairwell, Ching and Walther increased Westco's useable space by about 500 to 600 sq. ft. The change was later incorporated by the building's owner into other buildings of similar design. Hump-shaped spaces left by the stairwell house copiers on both floors. Most traffic into the building is through an east-side stairwell while another stairwell and elevator are centrally located. □

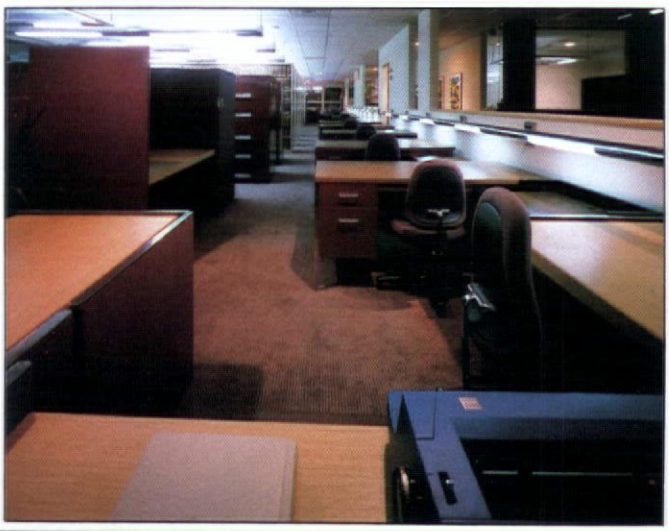


SOURCES

Furniture—Sunar, Herman Miller, Stow/Davis, B&B America, Artemide, Knoll, Meilach/Woodwork. **Lighting**—Habitat, Lightolier, Alkco, Knoll, Artemide. **Flooring**—Pirrelli. **Carpeting**—Patrick Carpet Mills. **Millwork**—Meilach/Woodwork. **Woodwork**—Hawthorne Kitchens. **Panelling**—Meilach/Woodwork. **Bar furnishings**—Meilach/Woodwork, Scottsman. **Filing**—GF, Tab Files. **Stretch Wall**—Joel Berman Associates. **Draperies**—Draperies For Business. **Fabrics**—Stow/Davis, Arthur H. Lee, Sunar. **Accessories**—Smokador. **Art**—Judith Selkowitz. **Plantings**—Everett Conklin.

Architects/designers—Will Ching, Will Ching Planning & Design; William Walther, William Walther, Architect. **Developer/builder**—Ronald Pagano, Heritage Office Centers.

Open plan workstations (opp. page and below, right) and filing room (below, left) remain visually open through use of acoustical panels. Ceiling-height partition divides president's office (bottom) into work and lounge areas. Chrome tubing provides ambient light throughout.







FIRST MIAMI LAW FIRM OFFICE REFLECTS IDENTITY & LOCALE

Art Deco motifs & grid patterns establish contemporary image



Materials employed in first Miami office for Holland & Knight law firm reflect those applied throughout the Interterra Building, including slate, granite, stainless steel, lacquer, and ebonized oak. Art Deco motifs are lightened by glass walls and doors, many of which afford dramatic views of Biscayne Bay. Grid motif and heavy use of tile contribute to contemporary, yet sedate, office spaces.





Photos by Dan Forer except as noted

For law firm Holland & Knight, establishing a presence in the Miami market area meant creating an office interiors program that reflected the firm's national integrity while appealing to local esthetics.

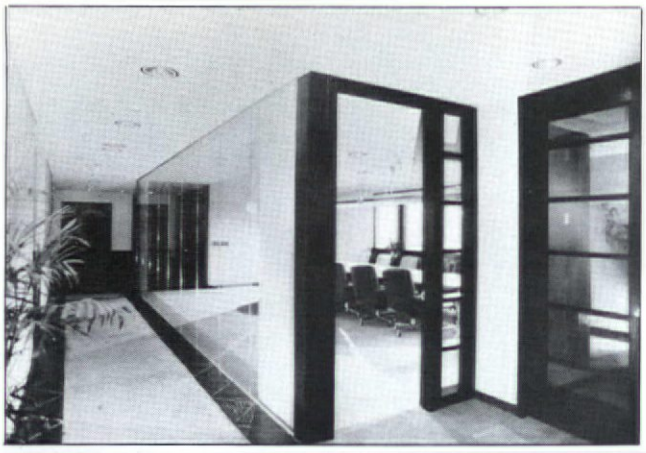
Answering both requirements is a prevailing Art Deco motif that reflects a recent trend to rejuvenate that style period in the Southeast region. A grid motif, heavy use of tile, and ebonized woods contribute to contemporary, yet sedate, office spaces.

In addition, an internal staircase connecting three floors of the firm, a conference room and breakout "caucus" room, plus a private telephone booth for visitor use, are treatments offering functional flair to the space. The phone booth has become a design signature for interior planners Gwen Wishman Design Associates Inc., Ft. Lauderdale. For Wishman, a specialist in law firm interiors, this was the 30th project completed for a legal concern.

Materials used in the newly constructed Interterra Building, site of the firm's offices, are employed in interiors. Finishes throughout include slate, granite, stainless steel, lacquer, natural cherrywood, and ebonized oak. The renaissance of Art Deco in the community is announced by the use of piers and light boxes in elevator lobbies. Pastels employed on walls and in carpeting are silhouetted by ebonized doors and custom cabinetry.

Offices comprise three floors in 35,000 sq. ft., affording dramatic views of Biscayne Bay. Interior glass walls and doors permit borrowed light to penetrate interiors in the form of reflections from the water below. The conference room on the executive floor has a wall of bullet-proof glass which permits soundproofing while lending visitors views of the bay and its commercial traffic. Offices, conference rooms, and the library appear to float in the water below.

Contributing to a feeling of fluidity in the space is the building's butterfly shape which was softened by Wishman through use of curved and directional walls. One interior of-

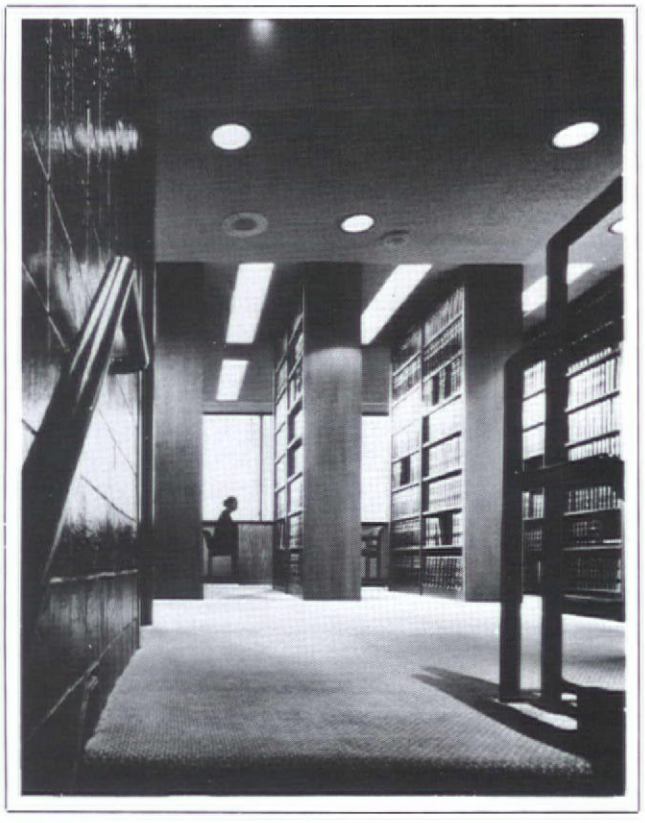


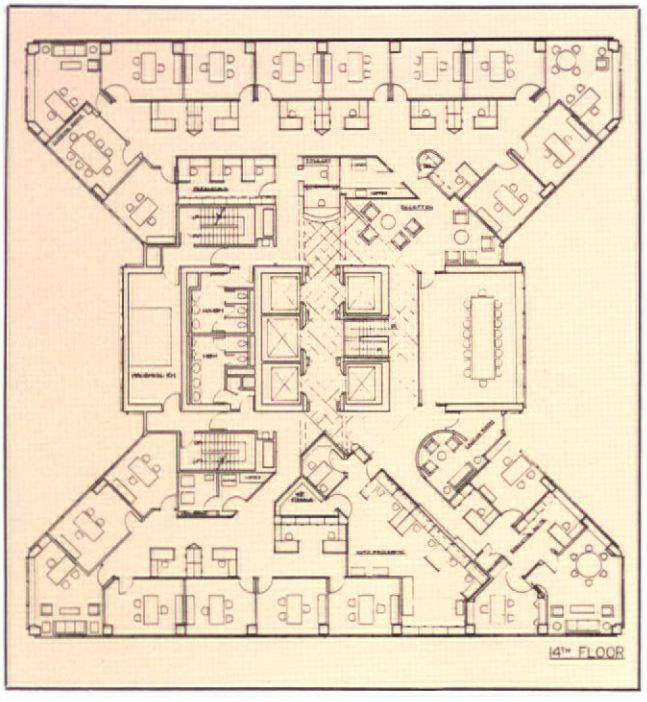
Photos by Jim Norman

Interior glass walls and doors permit borrowed light to penetrate space. Conference room (left) has a wall of bullet-proof glass that permits sound proofing and affords dramatic views. Curved and directional walls (below) create feeling of fluidity throughout. Library offers views of the bay (opp. page, top). Plan view of 14th floor shows building's butterfly shape–a challenge to designers.

HOLLAND & KNIGHT

Design affords exterior view





fice area contains 15 wall planes and three curved walls.

Spectacular views of the ocean are provided at the top of an internal staircase in the 14th floor lobby area. From this vantage point, the water views can be enjoyed through clear glass expanses of conference room walls.

Internal staircase a bonus

Staircase design grew out of the building owner's decision to omit one of six planned elevators. Stairs provide the convenience of not having to wait for and use elevators constantly; they serve to integrate the firm's three floors into one office suite.

The stairwell is fitted with the prevailing tile motif. Comments Gwen Wishman, firm principal, "We did have to slant the header to obtain correct height clearance for the stair codes. In addition, the concrete filling of the former elevator shaft had to be chiseled out for the staircase.

"But, it was worth all the trouble because firm employees appreciated having the option to use stairs when time is at a premium."

The grid tile employed in this area is repeated in the main reception area on the 14th floor. Three sizes of Buckingham slate were used. A 6-, 12-, and 18-in. dimension is applied to the reception desk, wall, and floor, respectively. Pier light boxes use a 6-in. tile. Slate is sealed with silicon, permitting a matte gloss.

Rose and gray pastel colorations are used to offset black detailing on door frames and cabinets. Carpeting custom-designed by Gwen Wishman employs a dusty rose background with gray pin dot in public areas, reversing to gray with rose dots in conference areas. Some furnishings, including the cherrywood table in the main conference room, employ a pink finish. Wall colors are pastel.

On the 12th floor, a library offers study areas with views of Biscayne Bay, a research room, libararian's office and work room. Floor 11 features an employee lunch room located behind the reception area. It is decorated with an Art Deco mural and is fitted with full-service appliances for serving meals to personnel as well as visitors.

"I chose Art Deco to blend into the Miami community and history," says Wishman. "The style exemplifies the strength of past history. Because this is a conservative firm, the treatments are subtle." Also representative of the Florida design style, original art by Florida artists is employed throughout, using realistic, abstract, and impressionistic themes. □

SOURCES

Seating:—Stendig, Helikon, Brayton, Knoll, Cartwright, Brickel, Dunbar, Stow/Davis, Harter, iil. **Desks**—Knoll, Stow/Davis, Modern Mode, Helikon, Hardwood House, iil. **Tables**—Intrex, Hardwood House, Stow/Davis, Brueton, Helikon, iil. **Library furniture**—Tuohy. **Workstations**—Knoll. **Files**—Storwal. **Lighting**—Habitat, Lightolier, Legion Lighting, Edison Price. **Accessories**—Architectural Supplements, Smith Metal Arts, Peter Pepper Products, Silk Flower Workshop. **Art**—Reece Galleries, Art Boutique. **Carpeting**—Custom by Hugh Nelson. **Fabrics**—Design Tex, Knoll, Maharam, Jack Lenor Larsen. **Blinds**—LouverDrape. **Hardware**—Schlage. **Ceiling tile**—Armstrong. **Floor & wall tile**—Buckingham Slate.

Architecture & Interior design—Gwen Wishman, principal in charge and interior designer, Gwen Wishman Design Associates Inc., Ft. Lauderdale. **Architect**—Michael J. Riley. **Furniture dealer**—Furniture Consultants Inc.

"Use of solar power indicates that the firm is sensitive to . . . limited resources . . . a quality which makes A & R more attractive to clients and the community."
—SCHIRN



SKYLIGHTS POWER PASSIVE SOLAR SYSTEM AT CHICAGO FIRM

Materials gather warmth from skylights, trim lighting costs & energy expenditure

Building-width skylights help fuel a passive solar system at A & R Security, Chicago. As designed by Janet Schirn Interiors, the facility uses heat-collecting finish materials and colors which absorb solar light and warmth brought in by skylights to promote energy savings 24 hours a day.

Skylights run the width of the facility's 4,500-sq.-ft. general office and comprise one of two angles of a saw-tooth roof. Motorized thin-slat blinds monitor glare while allowing sunlight to illuminate and warm the area. Employees control artificial light in accordance with varying degrees of sunlight via multi-circuitry and rheostats located near workstations.

Simultaneously, ceramic tile, insulating shutters, and deep-toned walls and surfaces store solar heat and release it throughout the firm's 24-hour workday. Nighttime lighting expenses are thereby balanced by heat cost savings for greater energy-efficiency all day long.

Owners of seven power plants throughout the surrounding area, A & R management felt that its office headquarters should offset high energy consumption at these other locations. Says Schirn, principal, Janet Schirn Interiors, Chicago, "Use of solar power indicates that the company is sensitive to the problem of limited resources. This quality makes A & R more attractive to clients and the community."

Interiors dictate architect choice

Space planners were influential in selecting an architect. Since interior plans were conceived before an architect was hired, emphasis was placed on finding an architectural firm—Thomas E. Carpenter, AIA, & Assoc.—which would follow the energy-conserving theme.

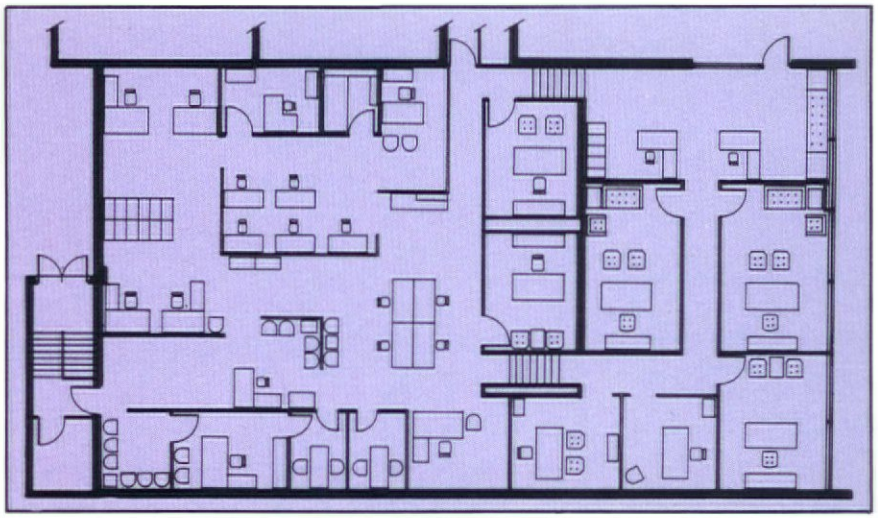
Building levels are differentiated through means of a berm (solar-conserving dirt which is piled up to insulate the structure). Inside, a floor grid enables placement of several workstations in configurations which correspond to overhead lighting grids. This plan allows lighting to be multi-patterned and to vary with the sun's angle to permit adequate task illumination with maximum cost reduction.

Another problem faced by designers was visual integration of staff functions. As many employees are field security officers, they are in the office only for weekly meetings and to collect pay. Nonetheless, management wanted them to feel that they are an integral part of the company, even if they are not on-site most of the time.

Comments Schirn, "Pinpointed but intense color seemed to offer the best solution. Walls, floors, and ceilings are neutral, as well as rugged and maintenance-free to withstand use by this group of 25 to 50 men. Panel exteriors, employee seating, guest chair upholstery, and a painted overhead strip are colored taupe, orange, and burgundy to add interest and brighten interiors for those who work the night shift. Durable stacking chairs in the same colors are brought out for field officers and create a harmony of function for those men." □



Since A & R Security's business is crime control, many elements of the facility had to be secure. A lie-detector room features minimum equipment; small tables bring people face-to-face; fabric-lined walls seal out noise. Textured panel and upholstery fabric in employee offices provide high acoustic absorption. Structural elements were designed to adapt to newer security devices.



SOURCES

Desk—Hon, Designcraft. **Chairs**—Krueger, Hon, Harter. **Partitions**—Harter. **Lighting**—Halo. **Carpet**—Carson Pirie Scott. **Ceramic tile**—Structural Stoneware. **Ceiling panels**—US Gypsum. **Blinds**—Levolor. **Plants**—Greenhouse on Buckingham. **Desk Accessories**—Compaxx, MacDonald Duk-it.

Interior design—Janet Schirn, ASID, principal-in-charge; Michael Cuttie, ASID, project manager; Janet Schirn Interiors. **Architecture**—Thomas E. Carpenter, AIA & Assoc. **Contractor**—A & R Security.

Photos by Sadin-Schnair





USERS, CLIENTS, ENVIRONMENT ADDRESSED BY OFFICE PLAN

Industrial, Asian motifs provide subdued working background, permit neighbors & foreign clients to relate to office space



Photos by Hector A. Patrucco, AIA.

Exterior architecture (above) incorporates glass block walls and cylindrical columns in an industrial motif. Natural light is maximized throughout second floor office areas. Exposed ceiling design permits light to circulate freely and gives an industrial appearance to the space (opp. page).

Industrial and Asian design motifs specified for an apparel importer's offices create an ambience that is homogeneous with nearby surroundings, yet familiar to foreign clients. However, space planning also generates a subdued working atmosphere that counterbalances high-paced office activities.

Large, open plan work areas are fitted with skylights and exposed trusses in Inter-Pacific Corp.'s Los Angeles office facility. Employed to imitate the look of nearby factory interiors, this treatment correlates with glass block architecture which reflects the neighborhood's industrial mode.

Planners expressed a second, complementary theme by using circular windows and a sculptured stairwell which evoke the mood of Japanese structures. As a result, offices feature the bright, quiet, and fluid environment offered by Asian design and desired by owners.

Security provisions influence planning

Designed and built by Santa Monica architectural firm, Widom/Wein & Partners, and its interiors division, Interarc, the two-story facility incorporates a first-floor showroom/warehouse and second-story offices in 15,000 sq. ft. According to planners, this layout addressed clients' security concerns—a major influence considered by planners in office design.

By displaying and storing goods at ground level, planners were able to surround window walls with glass block which prevents viewing of interiors from outside. This treatment also eased transport of merchandise from trucks and warehouses to showroom space.

Because the facility serves a small number of visitors, reception areas and offices could be located on the second floor without disrupting business traffic. Since upstairs security worries are at a minimum, these spaces were provided with clear, glass windows which maximize natural illumination.

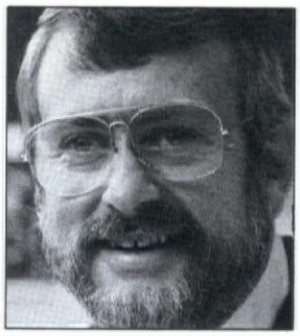
To draw visitors upstairs, designers created a sculptured stairwell which relates to Japanese design motifs. Planners crafted the stairwell wall in a stepped pattern which adds to ceiling height—a technique repeated in open plan offices by means of exposted trusses and latticework.

Hectic work pace combatted by subdued colors

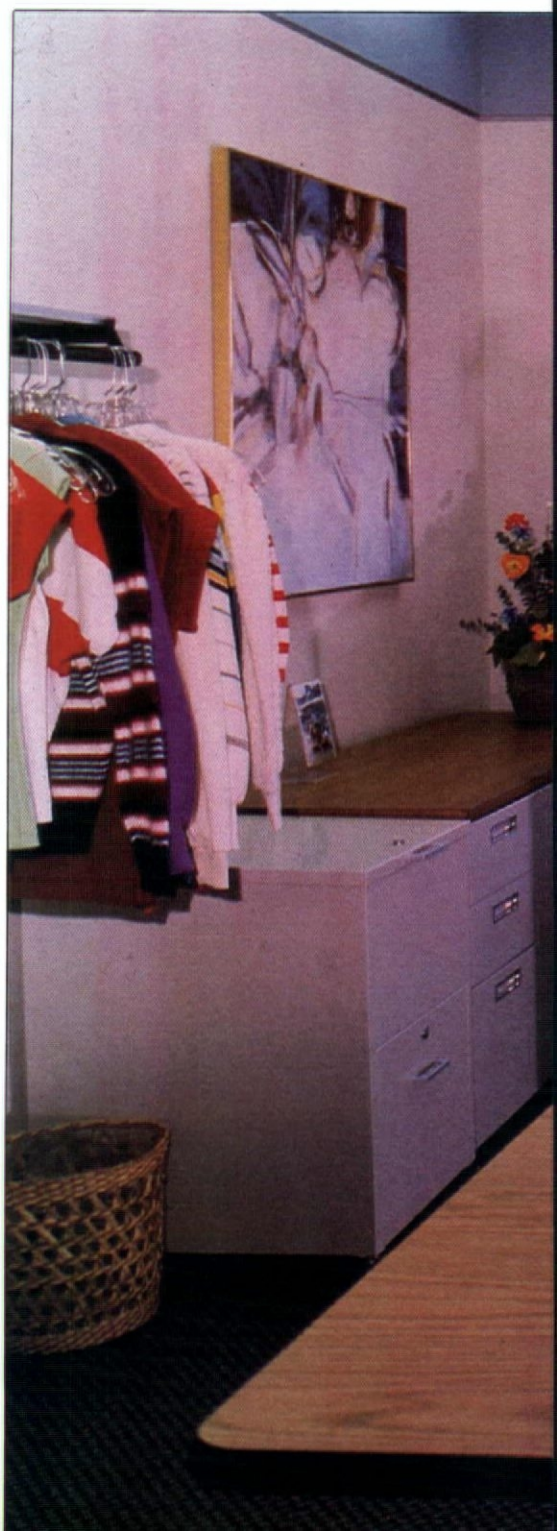
Open plan offices incorporate burgundy panels that accent subdued decor. Panels are acoustical to combat activity levels maintained in offices throughout the day. To further tone down background elements, planners specified cool white, gray, and steel blue color schemes which relate to the building's exterior design. Touches of pink are bridges to deep burgundies; they avoid jarring color contrast. *(Continued)*







". . . architectural treatments add the needed Asian flavor. Most importantly, design offers users a place in which they are comfortable spending the bulk of their time . . ."—**WIDOM.**



INTER-PACIFIC CORPORATION

Exposed trusses, skylights maximize natural light

The various treatments employed in planning Inter-Pacific Corp.'s offices earned Widom/Wein an honor award from the California Council of the American Society of American Registered Architects. Comments firm principal Chester Widom, "The space responds to a number of client requirements in an economical way. While the owners wanted a contemporary space, they did not want it to be highly styled. They also desired planning that distinguishes an office facility, yet reflects the industrial atmosphere of the surrounding area.

"The glass block exterior/interior architectural treatments and an exposed structural system serve this purpose cost-effectively while adding the needed Asian flavor. Most importantly, the design offers users a place in which they are comfortable spending a large amount of their time." □

SOURCES

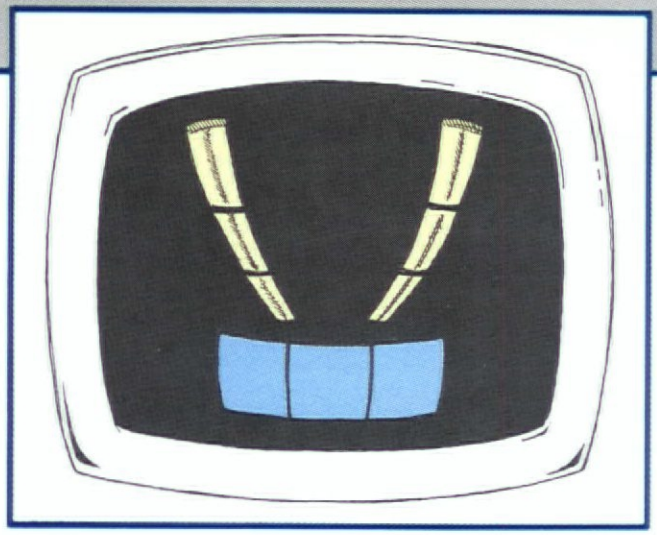
Seating, reception desk, open plan furnishings, desks, filing—G.F. Furniture Systems. **Lighting**—Prudential, Lightolier. **Skylights**—Bristol Fiberlite Inds. **Wallcoverings**—Vicrtex. **Carpeting**—Commercial Carpeting. **Trusses**—Trusjoist Corp. **Window System**—Aquilla Aluminum Corp. **Window treatments**—Levolor. **Plants**—Rose Marie Landscaping. **Planters**—Architectural Fiberglass Inds. **Ceiling**—Armstrong. **Display Shelving**—Emco.

Architecture—Widom/Wein & Partners. **Interior Design**—Interarc, interior design and space planning div., Widom/Wein & Partners; Chester Widom, AIA, partner-in-charge; George Wein, AIA; Carolyn Krall, AIA; Timothy D. Thomas, AIA; project team. **General contractor**—Jefferson House. **Structural consultants**—Johan A. Martin & Assoc. **Electrical consultants**—Cohen and Pascoe Inc. **Mechanical consultants**—Hellmann and Lober.

Circular windows (below) and a stepped stairwell wall are among design elements that mirror Asian architectural treatments in Inter-Pacific's offices. Skylights are patterned to increase illumination at open plan workstations (opp. page).

Photos by Richard J. Levy





REFLECTIVE LIGHT SOURCES MUST BE CONTROLLED FOR VDU INSTALLATIONS

Correct lighting in offices using video display terminals can eliminate eye-fatigue & reflectance problems

By **JOHN M. COLE, JR.**

John M. Cole, Jr. is a lighting engineer for Litecontrol Corporation, Hanson, Mass.

Light or dark worksurfaces and disturbing reflections on video display units (VDUs) are two of the basic lighting problems that must be solved in office design.

Spaces using VDUs require lighting that accommodates three visual tasks: reading text on a screen; operating a keyboard; and reading from, or writing on, paper. Such tasks are apt to have backgrounds alternately light and dark colored, that are oriented horizontally and vertically, and which have shiny reflective surfaces—three conditions affecting vision factors.

For the lighting designer, meeting such conditions presents a demanding challenge.

Fast eye adaptations needed

Typically, text on the VDU generally is presented as bright letters on a dark background, while the document being used to process data for the computer generally consists of black characters on a white background. The operator looks alternately at both, so that the eye is called upon to adapt to a wide range of brightness and readjust to a dark background within seconds.

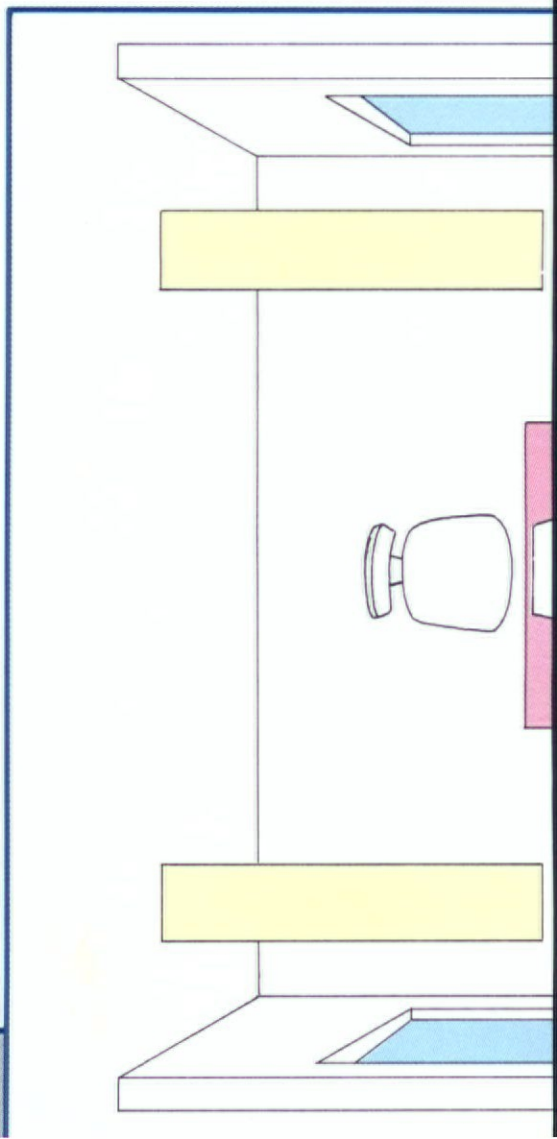
Eye fatigue results and details on the screen become harder to perceive. A more problematic seeing situation can occur when the operator is seated facing bright windows or very bright walls. Overhead lights located within the operator's field of view can also contribute to adaptation problems.

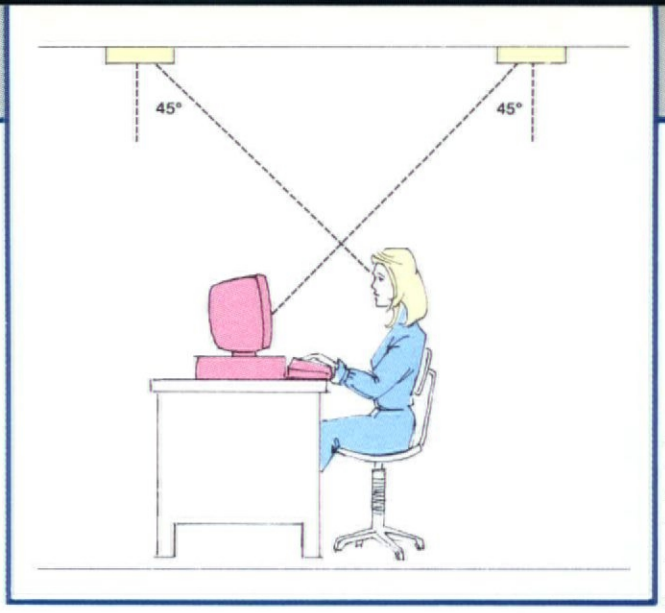
Other lighting interference in the office environment can occur with reflections emanating from bright surfaces that obscure the image on the screen. Windows behind the operator contribute to the reflected glare problem if intervention techniques are not taken.

Must avoid sharp contrasts

The most common source of reflection, however, is overhead lighting that creates highly luminous areas, such as 2-ft. by 4-ft. lensed troffers. Other sources of screen reflections are bright furniture, highly reflective walls, and operators wearing light and dark clothing. In addition, other VDUs in the immediate area, pictures on walls, and glass partitions behind the operator offer distracting reflections. Any sharp contrast of colors, or light and dark surfaces, must be avoided.

Two acceptable means to light a space housing VDUs are provided by indirect lighting for high ceilings and direct brightness-controlled lighting for





Drawings by Kevin Beers

Parabolic louvers cut off reflective light sources at about 45° and beyond (r.). Light fixtures are best located at sides of workstations to minimize reflections on VDU screens (below).

low ceilings in an installation.

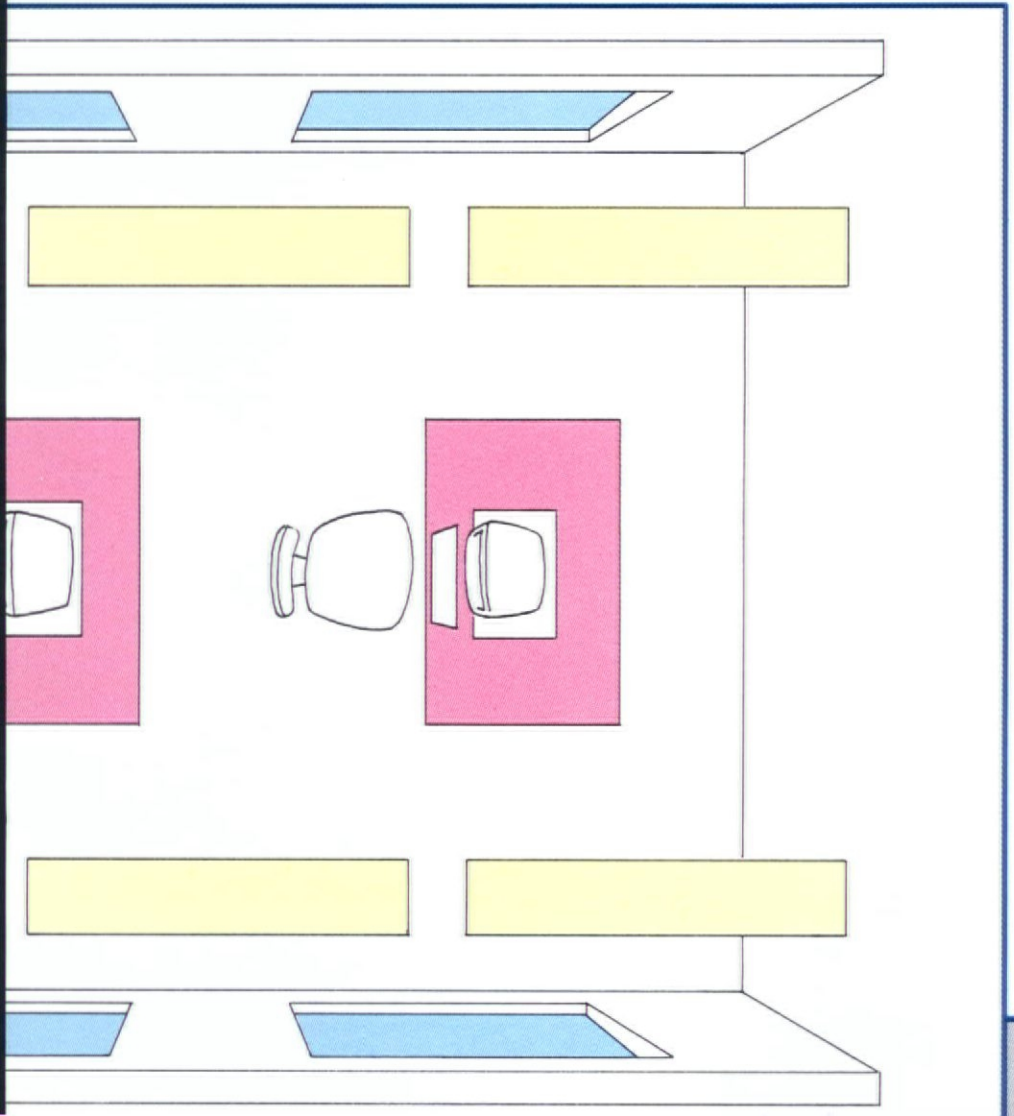
A properly designed indirect system is the best type of lighting for the office environment. It eliminates visible light sources and provides a high-quality visual environment.

Indirect system best

Well-designed optical lenses in fixtures are necessary to distribute a wide pattern on the ceiling, precluding hot spots of very high luminance. A uniformly lighted ceiling will insure uniform luminances on vertical surfaces, thereby eliminating disturbing screen reflectances.

If the ceiling height is not sufficient for indirect installation, a system of low-brightness luminaires should be used. Parabolic louvers cut off the light source image at about 45 degrees. Beyond that zone, luminance reflectance from the fixture is minimum.

Parabolic luminaires exist with varying distribution patterns and louver finishes. Studies have shown that only fixtures with specular louvers, having very low luminance above 50 to 60 degrees from vertical, should be used for VDU lighting to avoid visual discomfort reflectances on the screen. If parabolic louvered fixtures are used, care should be taken to illuminate vertical surfaces, such as partitions and walls, to minimize contrast.



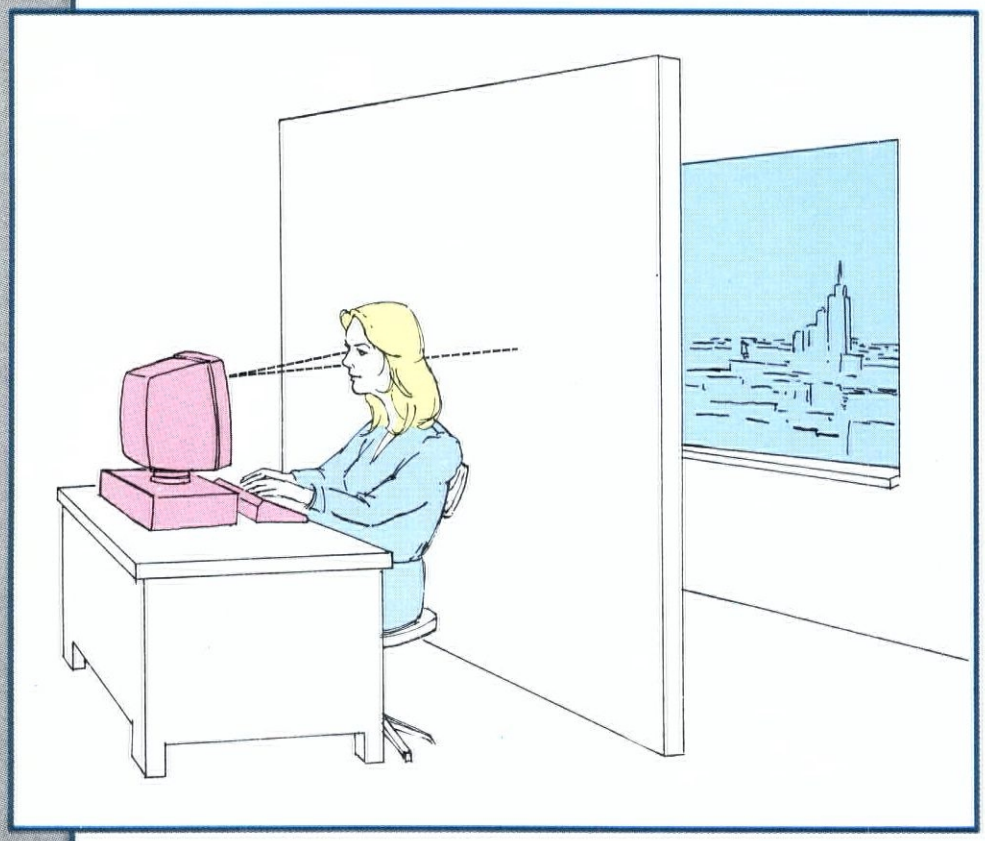
Quality vs. quantity of light

While a high level of visual comfort is necessary when working with VDUs—a function of the quality of light—the quantity of light provided is also very important. Conventional office tasks should be illuminated adequately to enable quick and accurate performance. From 50-to-70 footcandles are optimum, according to researchers. This level assures that light will be low enough to avoid reflectance, while allowing sufficient contrast on the VDU screen. When written text is not employed, 30-to-50 footcandles will usually suffice.

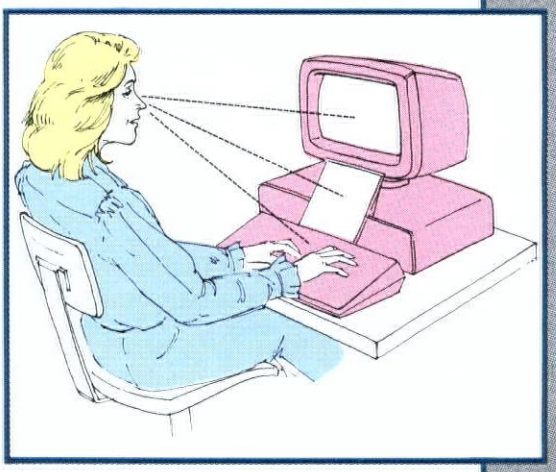
Finishes on horizontal and vertical surfaces should not be extremely light or dark. The luminance ratio between task and immediate surround should not exceed three-to-one. Thus, if a screen has an average luminance of eight footlamberts (fL), readings of the area around the VDU should be within three-to-24 fL.

Ceiling heights figure in

Given a footcandle level of 50 and a task involving the reading of black type on white paper, the luminance would range from 25-to-45 fL on vertical and horizontal surfaces. Preferred luminance of the surrounding task area might be 20 fL. At 50 footcandles, colors should be used that have a reflectance of 40 percent—perhaps medium gray or



Neutral-colored screen (l.) blocks sky reflection on VDU. Screen, copy, and keyboard locations (below) should minimize reflective light.



LIGHT CONTROL

Reflections are minimized from sides

beige would be appropriate.

Lighting design for offices with VDUs begins with consideration of ceiling heights. Larger spaces with suspended, indirect fixtures usually require at least 8-ft., 6-in. ceilings. Smaller spaces with indirect or partially indirect luminaires that are mounted to walls or partitions and furniture can use ceilings as low as 7-ft., 6-in.

VDUs should be located so that windows are on the side walls, not in front or in back of the operator. If direct lighting fixtures are used in an installation, they should be oriented parallel to the operator's line of sight.

Brightness relationships in the entire office environment must be considered to include office furniture, partitions, walls, and furnishings. Diffuse finishes should be specified wherever possible.

Mirror on the VDU

In existing installations, placing a mirror on the VDU screen can help to locate a reflection problem quickly. Neutral-colored, opaque screens can be placed between the VDU and the source of reflection to provide a barrier to reflectance discovered by means of using the mirror.

Window treatments can also soften and diffuse light. Vertical fabric blinds or light-diffusing drapes are effective solutions. Note, however, that by simply blocking windows and cutting off visual contact with the outdoors, you can create a gloomy atmosphere that solves one problem and creates another.

A well-designed lighting installation should preclude the use of corrective devices. For example, when placed over the screen, filters can make adaptation more difficult. Hoods fitted over terminals can be used to block sources of reflection, but they make it harder for the operator to look back and forth between screen and documents. Neutral-colored smocks can be useful in dampening the reflection of operators wearing bright-colored clothing.

When specifying VDUs, consider displays that have dark characters on a white or light background. Reflections on the screen are less apt to be seen and the light-to-dark adaptation problem will be lessened. Screens should have brightness and contrast controls, as well as adjustment for vertical and horizontal axes. Horizontal support surfaces providing adjustability can also help eliminate reflections. □

FURNITURE SYSTEMS DOMINATE OFFICE MARKET

Modular components & panel systems offer application flexibility

Fantoni USA—All panels in the modular 45 Series have 45-degree angle edges. Desk tops are available in oak veneer with solid oak edges. **Circle No. 320.**

Cumberland—1450 Conference Table Group features mirror chrome base with black trim. Available in cross and T-configurations. **Circle No. 221.**

Wright Line—PC Workcenter features roll-out keyboard shelf, sliding printer drawer with self-feeding paper tray, and locking hide-away tambour door. **Circle No. 235.**

Hardwood House—Avatar Wall-Mounted Credenza features tambour doors and interior options, including shelves and dividers. **Circle No. 225.**

Scope Furniture Inc.—Leather and steel sofa is accented with tufting and is available in five sizes. **Circle No. 322.**



Fantoni

Scope

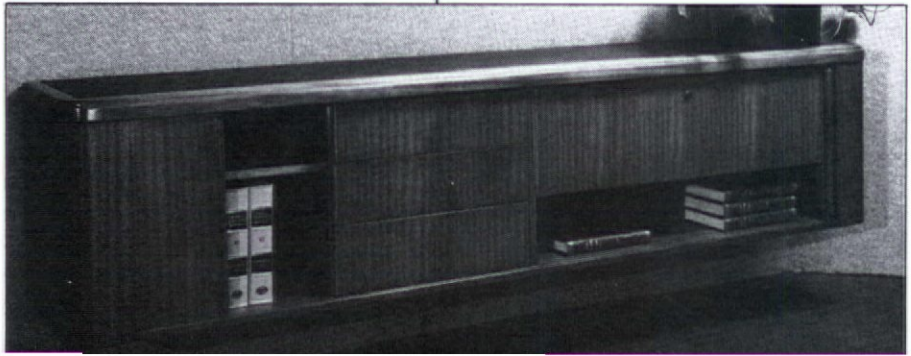


Cumberland





Wright Line



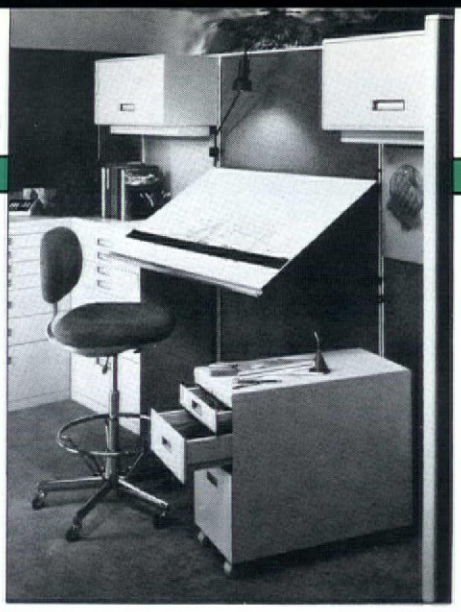
Hardwood House

OFFICE FURNISHINGS

Options in furniture finishes expand



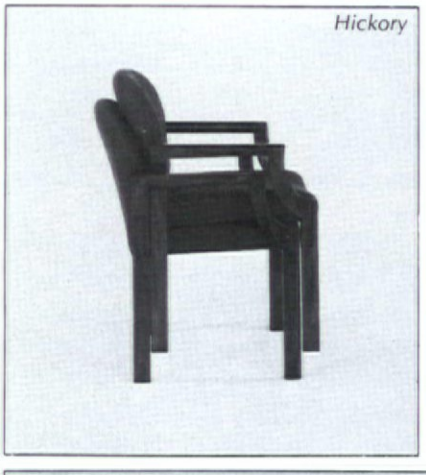
Brayton



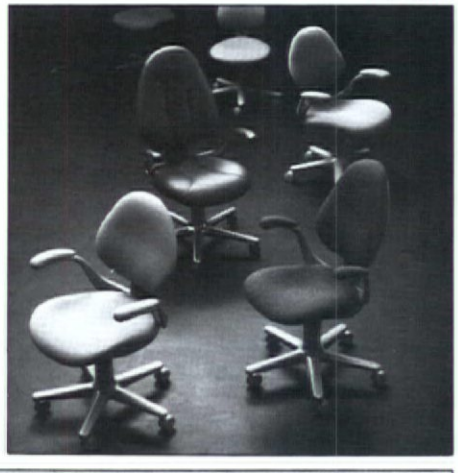
All-Steel



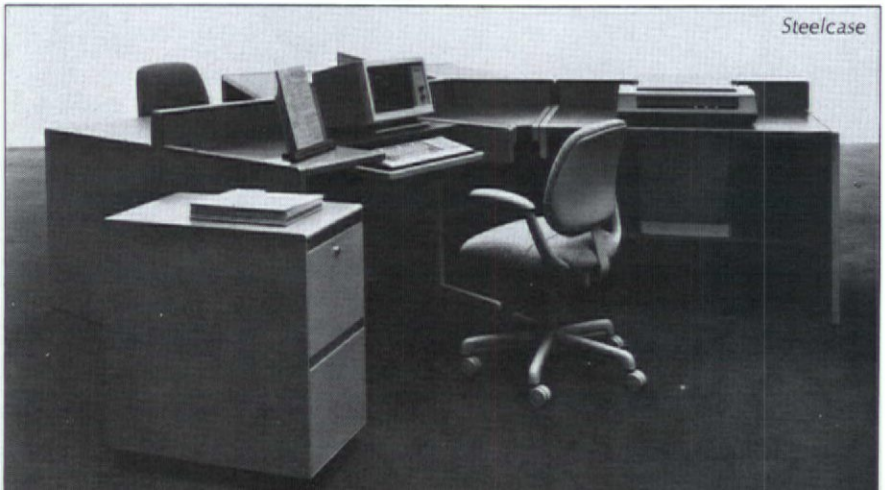
Kimball



Hickory



Haworth



Steelcase

Brayton International—The Signum casegood series features sliding drawers, large worksurfaces, and easy-care fronts. **Circle No. 258.**

All-Steel—Panel-hung drawing board features an extruded aluminum pencil tray. **Circle No. 238.**

Kimball—The Radiante seating collection includes high-back version of the executive swivel-tilt chair and new sled-base guest chairs. **Circle No. 253.**

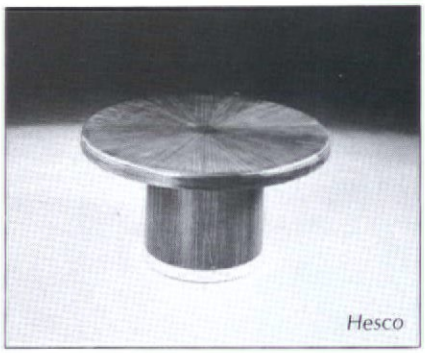
Hickory Business Furniture—Stacking Arm Chair is available in seven cherry wood lacquer finishes. **Circle No. 281.**

Haworth Inc.—Two new generations of SystemSeating feature seamless one-piece fabric upholstery. **Circle No. 220.**

Steelcase—Ultronic 9000 line of computer-support furniture includes a mobile pedestal, printer stand, and keyboard shelf. **Circle No. 257.**



Pace



Hesco

Pace—#8000 Executive Double Pedestal Desk offers curved polished stainless steel and a choice of exotic woods. Pedestals feature file drawers, box drawers, writing insert, and locking devices. **Circle No. 229.**

Hesco—Veneer patterns on round Transitional Conference table may be specified in either quartered ribbon or quartered sunburst patterns. **Circle No. 331.**

Mueller—NeoChair collection includes open-arm swivel chairs, a cantilevered guest chair, and a closed-arm guest chair. **Circle No. 240.**

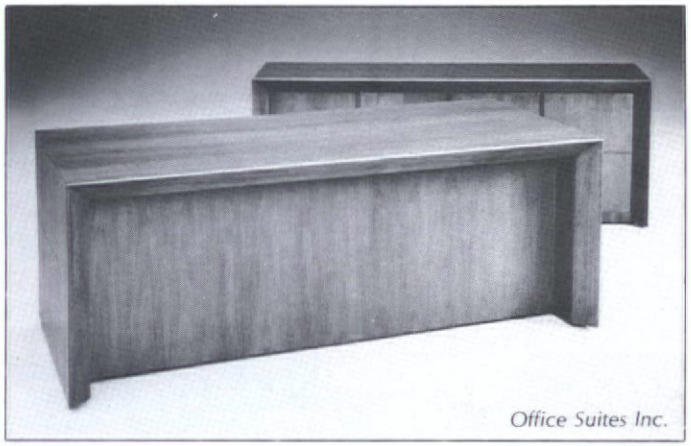
Office Suites Inc.—The QV executive desk series features a detail of mitered top and end panels with a 45-degree undercut bevel. **Circle No. 230.**

Corry Jamestown—A motorized adjustable worksurface is operated via push-button control. Available surfaces include wood and laminate. **Circle No. 273.**

Edward Axel Roffman—The 779U Executive Pull-up Chair is 24-in. wide, 24-in. deep and 32-in. high. It is available in cherry wood and various finishes, including mahogany, walnut, and natural cherry. **Circle No. 264.**

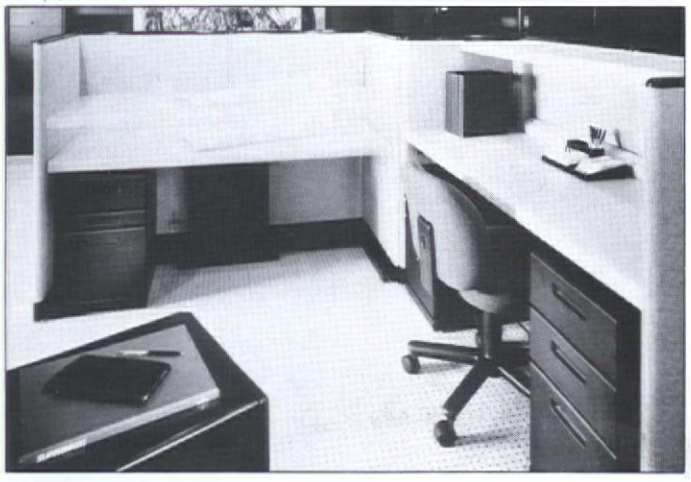


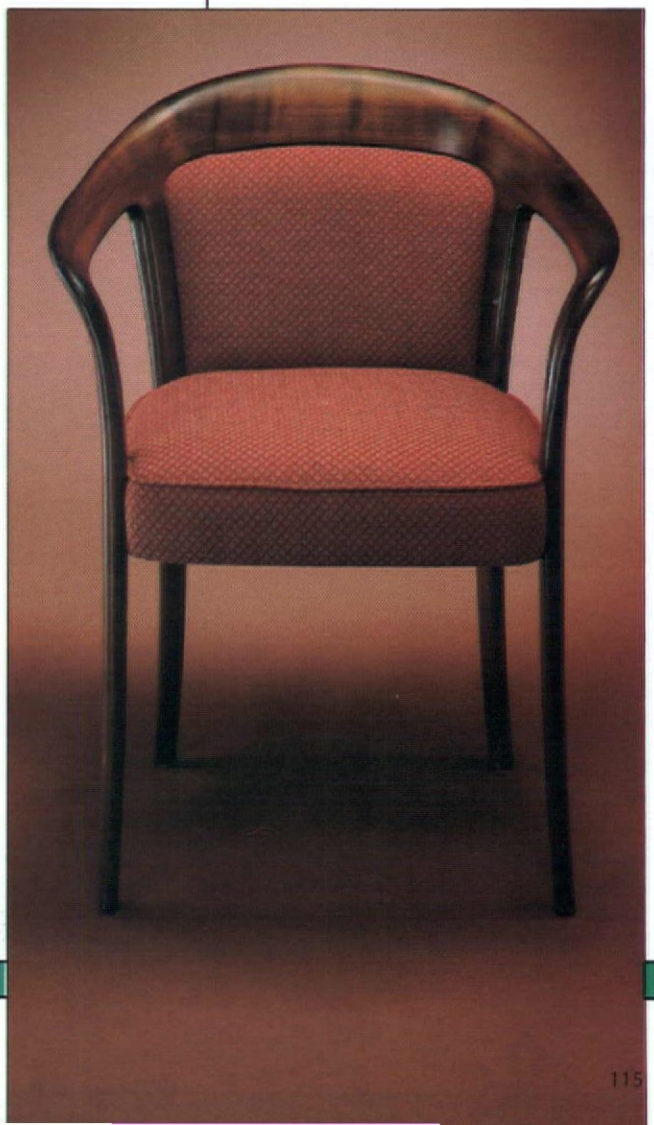
Mueller



Office Suites Inc.

Corry Jamestown





Edward Axel Roffman

OFFICE FURNISHINGS

Worksurfaces are adjustable

Stow/Davis



Stow/Davis—The welded steel frame in the skeleton of the Elective Elements 1™ system houses a power distribution system and accepts acoustical material in varying degrees. **Circle No. 280.**

Reff—System 6 accommodates all EDP and communications technology and is available in a variety of wood finishes. **Circle No. 283.**

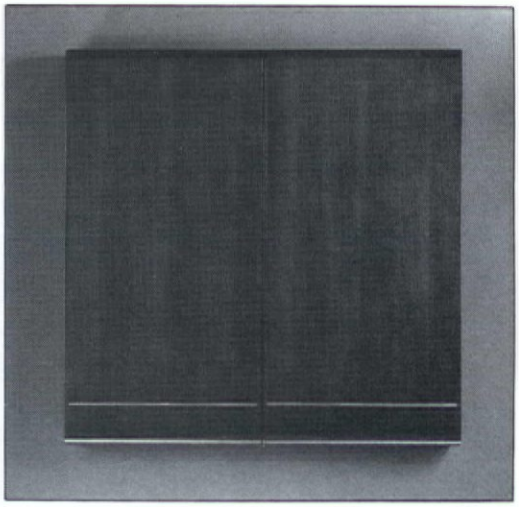
Panel Concepts—System 2 Plus offers an optional turntable in two sizes; 18- by 18-in., and 18- by 27-in. **Circle No. 254.**

Davis Furniture Industries Inc.—Radius visuals are available in oak and walnut veneers, and solids in all Davis standard finishes. **Circle No. 277.**

Precision—Ergodata features a mechanically adjustable worksurface height and angle. **Circle No. 222.**

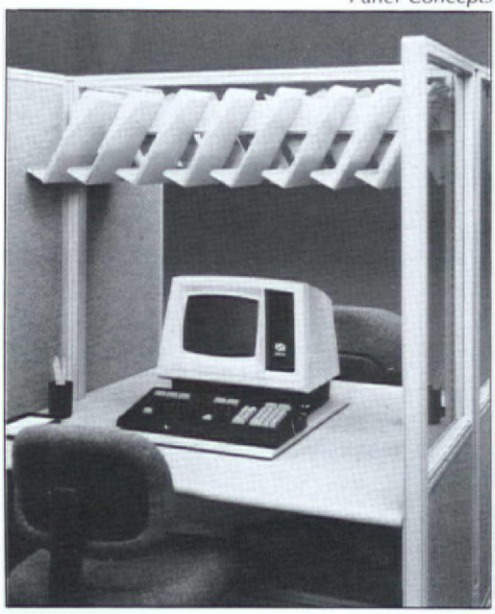


Reff

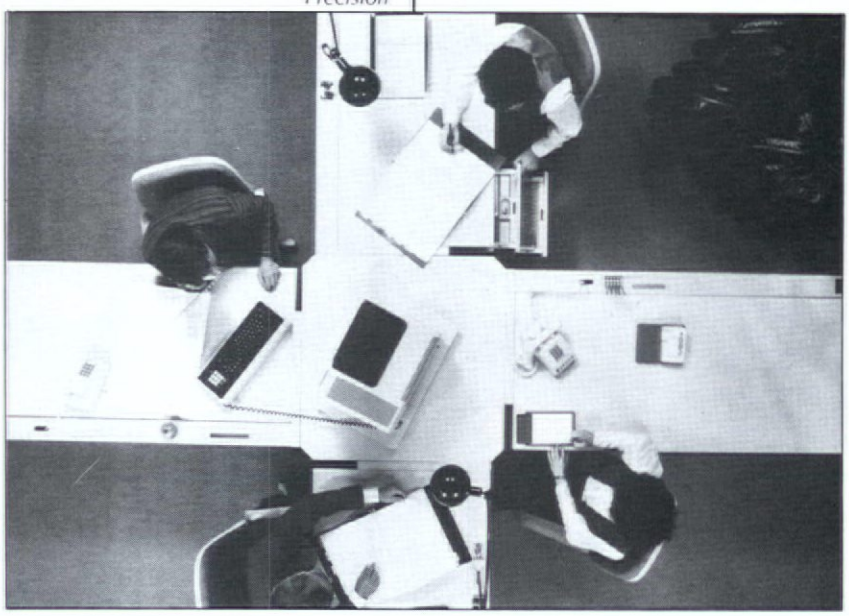


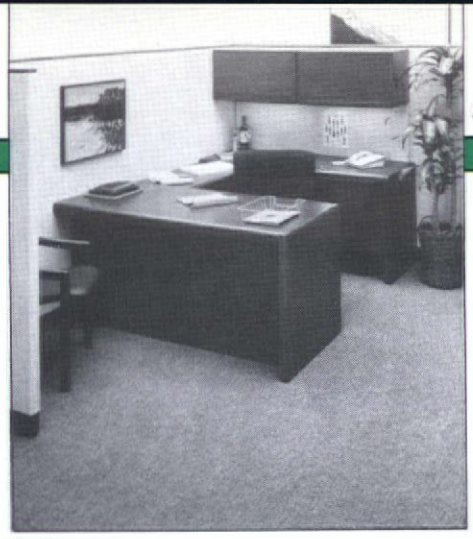
Davis

Panel Concepts



Precision

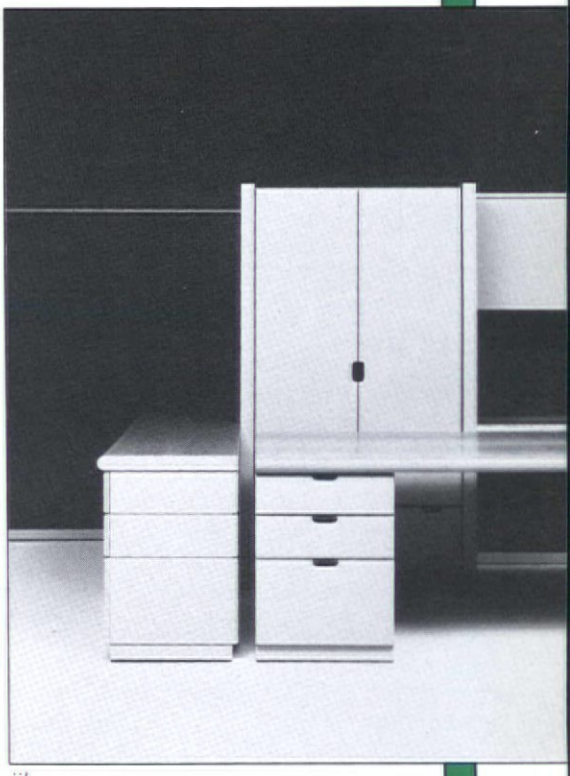




Rose Johnson

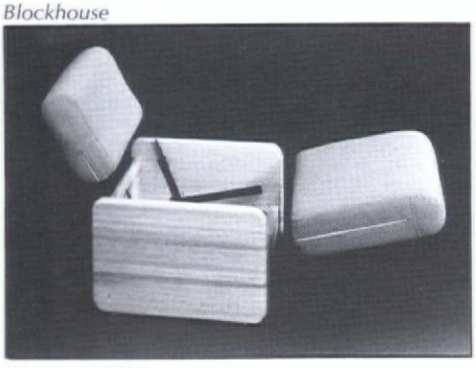


Vecta

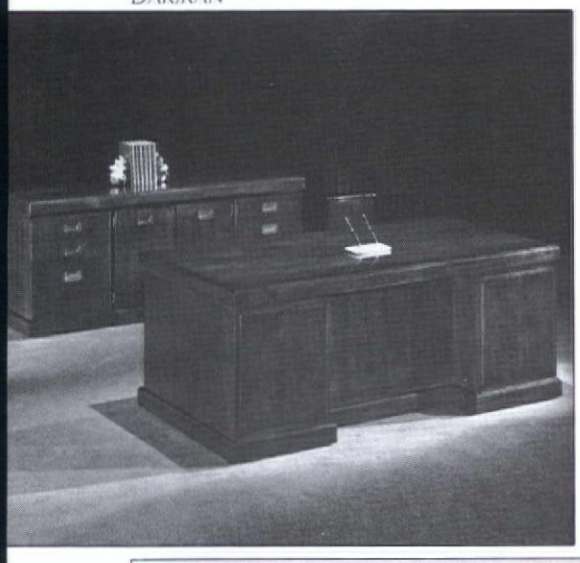


iil

Blockhouse



DAR/RAN



Comforto





Rose Johnson Inc.—RJ office systems feature double-radius, waterfall-edged detail, and offer a choice of panel-mounted or freestanding desks in a variety of finishes. **Circle No. 272.**

Blockhouse—Various lounge styles feature reversible, replaceable cushion system. **Circle No. 233.**

Vecta—FS high-back operator is available with a pneumatic or mechanical height adjustment. **Circle No. 227.**

iil—Tinta System consists of interrelated casegood components, worksurfaces and vertical panels. **Circle No. 216.**

DAR/RAN—Twelve available series include contemporary, traditional, computer-support, and conference tables. **Circle No. 256.**

Comforto—System 11 office chairs are available in a pebble-gray shell and feature a five-prong base. Seat height is adjustable. **Circle No. 226.**

Cramer—CramerSpace™ features new CramerHinge™ panel connectors, Multi-power™ electrification, and telephone and coax cables. **Circle No. 255.**

OFFICE FURNISHINGS

Chairs meet variety of user needs

Lehigh-Leopold—Pass-Thru Panel System has an optional transaction surface and lazy Susan unit. **Circle No. 237.**

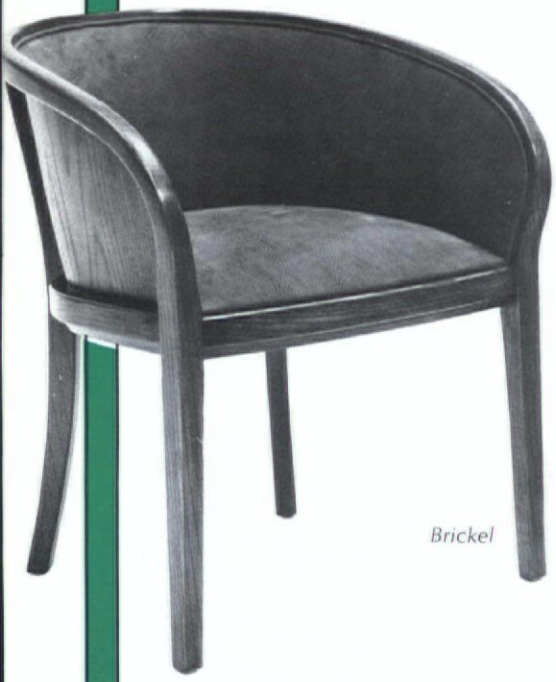
Brickel Associates—The hand-carved Yoke Chair is crafted from solid ash and is available in two styles. **Circle No. 278.**

Artopex—The Modular Pedestal series is available in one width, two heights, and two depths, with slippers or wheel casters. **Circle No. 282.**

JG Furniture Systems—Manual Adjustable Terminal Table has adjustable features including screen height, screen tilt, keyboard height, and keyboard-to-screen distance. **Circle No. 241.**

Atelier International—The new fluorescent version of the Ring lamp has an H-shaped fluorescent tube. **Circle No. 274.**

Facit—Generation III line of crank-adjustable computer workstation furniture includes options for right- or left-handed adjustability and a tilt-adjustable platform. **Circle No. 244.**



Brickel

Lehigh-Leopold

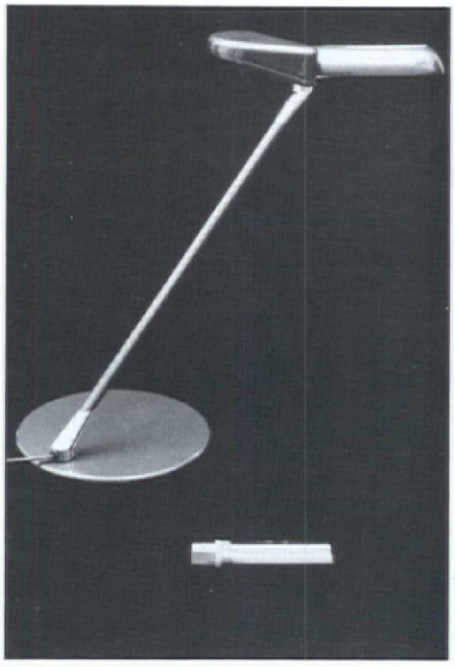


Artopex

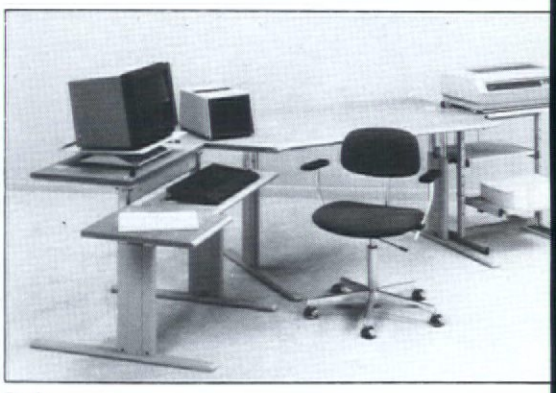


JG Furniture





Atelier



Facit

Lunstead



Lunstead—Series Seven features a seven-coat polyester finishing system and is available in five standard oak finishes. **Circle No. 249.**

Artec—Traditional Furniture System features a beveled, solid walnut top, wood raceway covers, and Windsor bronze pulls for drawer and door faces. **Circle No. 252.**

Knoll International—Zapf station features an acoustical printer closet and an optional acoustic foam silencer. **Circle No. 246.**

Jofco—Traditional 9000 line includes the Single Pedestal Desk featuring recessed brass pulls. Available woods include mahogany, walnut, and oak. **Circle No. 326.**



Artec



Knoll



Jofco

OFFICE FURNISHINGS

Wood features are popular



Borroughs



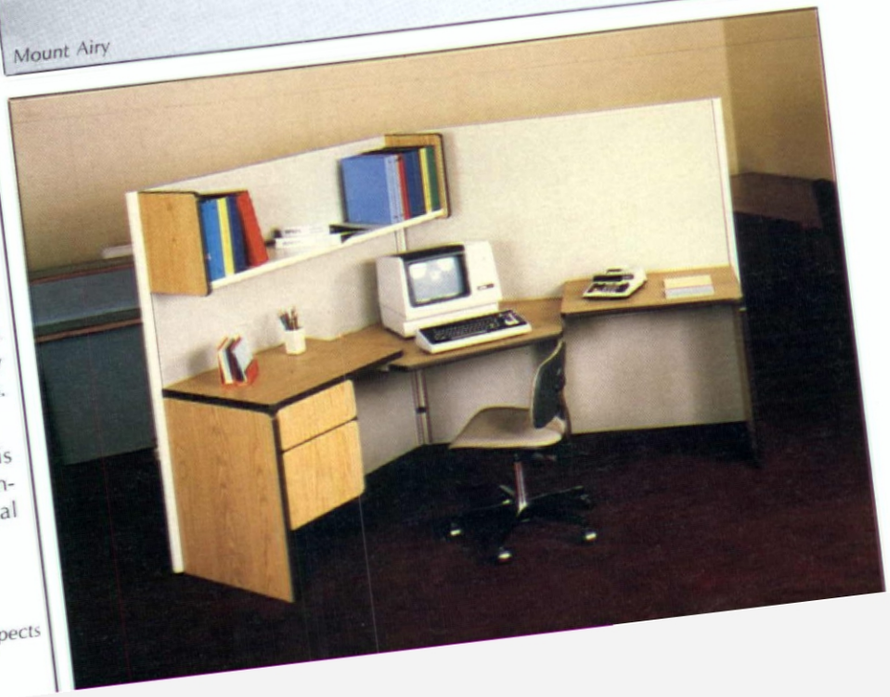
Harter

Amstore





Mount Airy



Aspects

Borroughs—Electrical Adapta-Station™ features adjustable tables in a variety of top surfaces and base colors. **Circle No. 228.**

Harter—I/F workstation features tackable panels, overhead storage, various universal pedestals and legs, and vinyl-edged worksurfaces. **Circle No. 247.**

Amstore Corporation—Option One open-plan furniture features a panel system in choice of curved, flat, or glazed finishes. **Circle No. 224.**

Mount Airy—The Scenario collection includes case-pieces constructed of veneers and hardwoods. Design details include radius edges and metal inlay trim in stainless steel or brass finishes. **Circle No. 323.**

Aspects Inc.—The CompuStation™ is sold as a prepackaged kit and 192 combinations are available. Acoustical panels are Class A fire-rated. **Circle No. 271.**



Helikon

Helikon Furniture Co.—Facets offers several options in panel wood, base, border, and inlay, and a choice of three metal trim finishes. **Circle No. 251.**

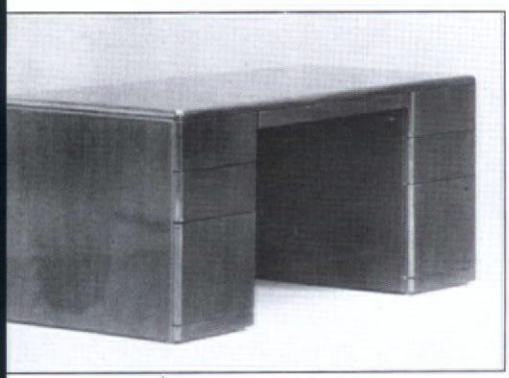
Tuohy—Desk surfaces, vertical panels, and drawer fronts in the Waterfall Desk Series have matched veneers with solid wood edges. **Circle No. 248.**

Conwed—The Series 3900 Secretarial Unit has a built-in lateral file. The desk pedestal contains two box drawers and one file drawer. **Circle No. 269.**

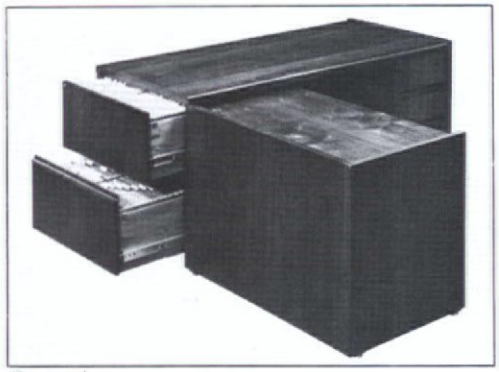
Thonet—The MGT™ Swivel Seating System is available with either a white oak face and cane veneer, or mahogany face-molded plywood,15 ply frames. **Circle No. 275.**

Alma Desk Co.—2100 Series features radius tops, end panels, and drawer fronts. Available in oak, walnut, and mahogany. **Circle No. 260.**

Beylerian—Dress Chair features gas lift and tilt mechanism. Available in a choice of colors in epoxy resin finish or polished chrome frames. **Circle No. 232.**



Tuohy



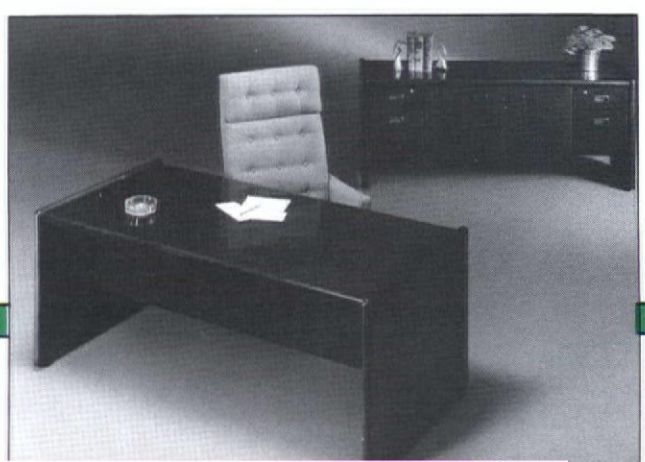
Conwed



Thonet

Beylerian





Alma Desk Co.

COMPACT MOBILE FILES SAVE STORAGE SPACE

Moveable filing & retrieval systems ease data access, while consolidating required media storage space

Eldon Office Products—Data Storage Centers are offered with seven or nine storage trays that accommodate bound and unbound printouts up to 14⅞-in. wide. Data Cart permits addition of firm's Super Stackable trays which serve expanded filing requirements. Design features include aluminum frame, woodgrain top, and swivel casters. **Circle No. 211.**

Kardex Systems—Mobile heavy-duty filing and retrieval system features include automatic aisle control that makes files accessible to more than one user. System saves up to 80 percent of space occupied by file cabinets and 46 percent of space used by fixed shelving. Unit can accommodate new and existing shelving up to 30 ft. long. A variety of manual and automatic locking options are offered. **Circle No. 207.**

Spacesaver Corp.—Firm's rail-riding, electrically powered filing systems reduce floor space required for storage by 50 percent. Carriage styles range from 3-ft. mechanical-assist units to 68-ft. electric units capable of supporting up to 90,000 lbs. (shown). Structural aluminum members and precisioned balance control are standard features; passive, fail-safe flooring is provided for push-button units. Product accommodates new and existing shelving. **Circle No. 204.**

Harbor—Mobile pedestals with slipper glides and casters are available in many configurations that suit an array of storage and security requirements. Box and file drawer models feature Accuride full-extension suspension to simplify media access. Cabinetry is offered in any of the firm's 26 standard colors; molded ABS drawer faces are available in tan, brown, and black. **Circle No. 212.**



Eldon



Kardex

Harbor



Spacesaver



Filing Equipment Inc.—Stackable shelving system features pull-out reference shelf and adjustable dividers on 1-in. centers. Easy-to-assemble shelving adapts to most carriage systems. **Circle No. 201.**

Acme Visible Records—Magic Aisle high-density mobile filing system employs a hidden electronic sensor that responds to user control. Safety features prevent file from moving when not in use. Modular track-and-deck design suits product for use in open plan offices. **Circle No. 203.**

White Power Files—Aisle Saver Mobile Storage Systems include manually controlled and mechanical-assist units in up to 15- and 36-ft. sizes, respectively. Manufactured with bolted carriages that can be changed when moved, system's upright superstructure adds rigidity to top-mounted equipment. All drive mechanisms are supported by heavy-gauge steel. **Circle No. 205.**

TAB Products—Firm's SIDE-TRAC filing system permits users to move front-row cabinets aside and easily access back-row storage. Designed to accommodate a wide variety of media, system eliminates need for carriages and overhead safety mechanisms. **Circle No. 213.**

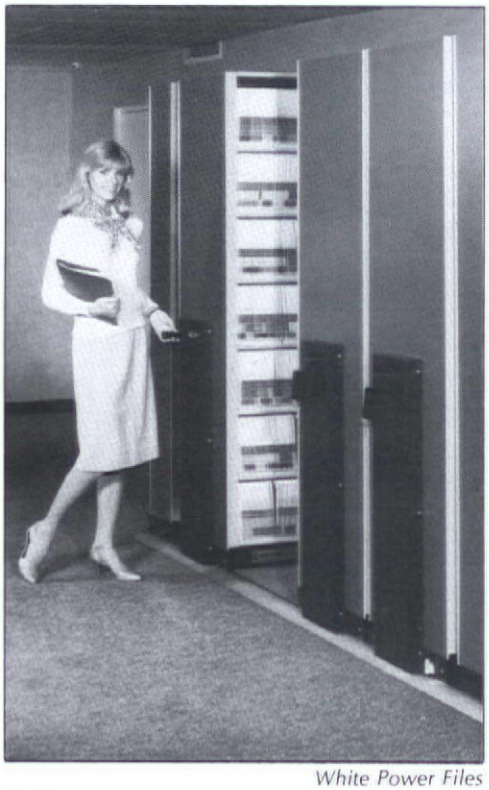
Steelcase—Mobile pedestal files with locking drawers are available in all of the firm's systems furniture colors. Product is offered with carpet or tile casters. **Circle No. 202.**

Wright Line—Firm's mobile filing system for computer-related media is available in manual, mechanical, and electrical models. Part of InfoMedia system, files can reduce floor space requirements by 50 percent. **Circle No. 208.**



Acme Visible Records

Filing Equipment



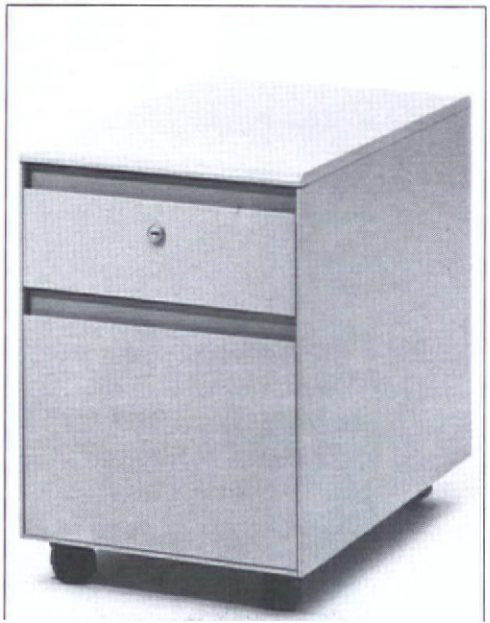




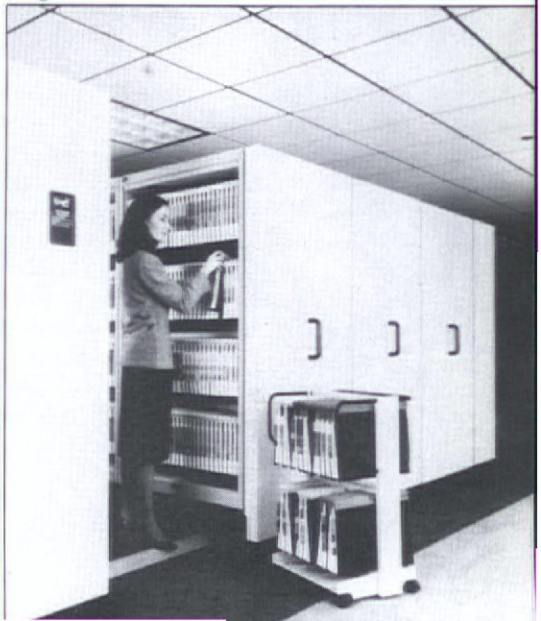
White Power Files

TAB

Steelcase



Wright Line



Manual, electrical options offered

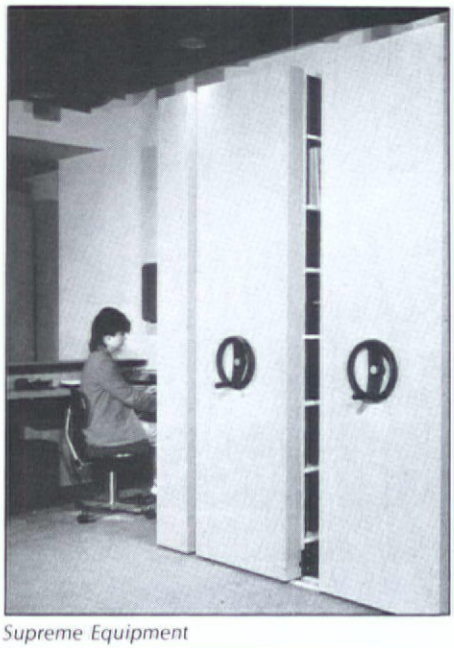
Supreme Equipment & Systems—Conserv-n-aisle moving filing system can be installed on any existing floor. Unit's 6-in.-wide decks interlock with track channel. Wheels are connected to assure precise tracking. Shelving is installed on rolling carriages and stationary bases. **Circle No. 333.**

Aurora Steel Products—Firm's Rotary-File houses Quik-Lok shelving in an enamelled steel cabinet. Rotating shelf base permits users to access files from various sides of the cabinet. Letter- and legal-size paper, computer printouts, and tape reels are among media that can be accommodated by the system. **Circle No. 200.**

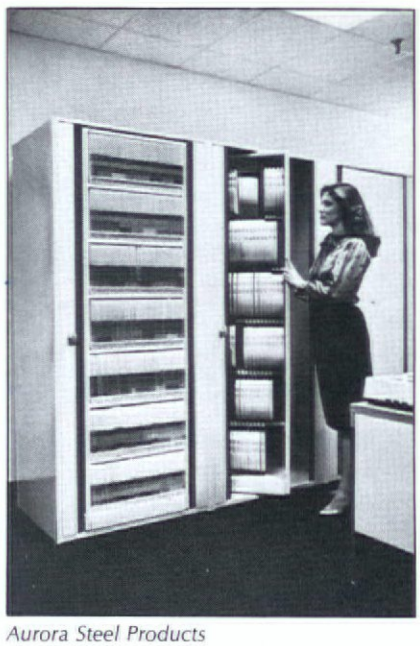
Stacor—Moving-aisle filing system doubles storage capacity by eliminating fixed aisle space. Carriers are custom-built to accommodate any manufacturers' shelving, cabinets, and racks. Carriers glide across recessed rails on a 1½-in.-high platform. Moveable aisle opens to permit access to any section. Disc drive mechanical assist easily moves heavy weights. **Circle No. 209.**

Delco—Two-tier Rotary Delcofiles accommodate cards, books, folders, fiche, boxed film, cartridges, and cassettes as well as other stored media. Units are offered with desks, workstations, machine stands, and circular work shelves in manual and motorized versions. System can be specified with diameters ranging from 2- to 19-ft., depending on storage requirements. **Circle No. 210.**

Spacemakers Inc.—Mobile filing system eliminates need for multiple storage aisles. Rows of track-mounted mobile shelving glide together to form a compact, space-saving unit. Designed to adapt to over-carpet installation, system features structural aluminum-alloy carriages which meet individual shelf size requirements. Steel, low-profile rails and wheels are load-rated for 1,500 lbs. each. Anti-trip device prevents tripping. **Circle No. 214.**



Supreme Equipment

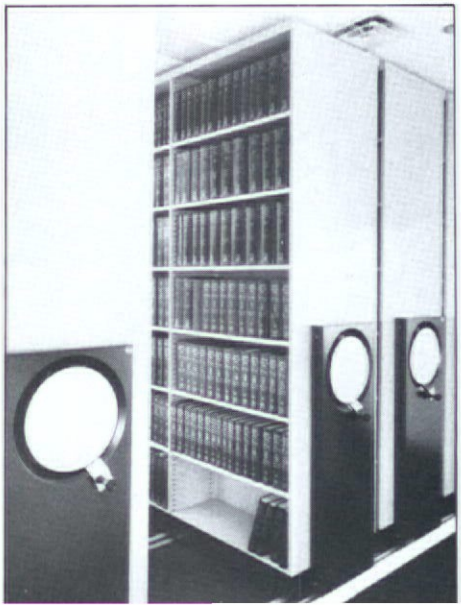


Aurora Steel Products



Spacemakers

Stacor



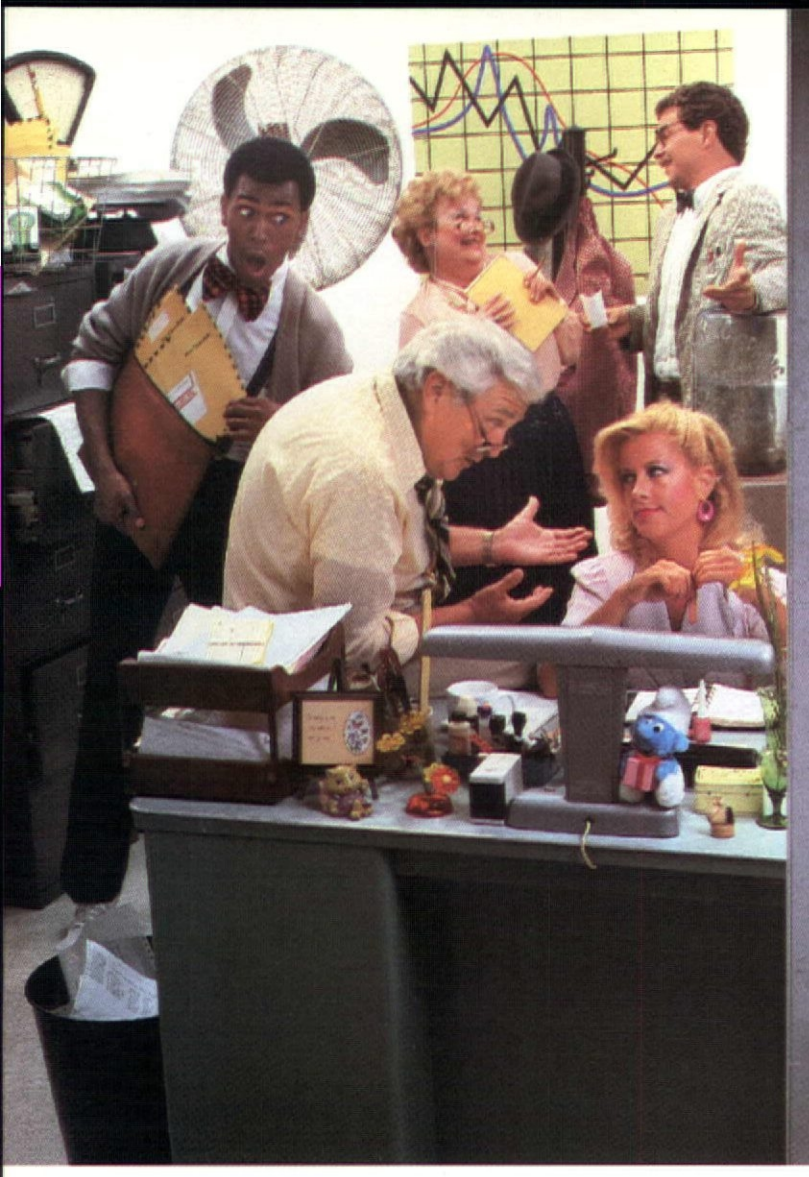
Delco

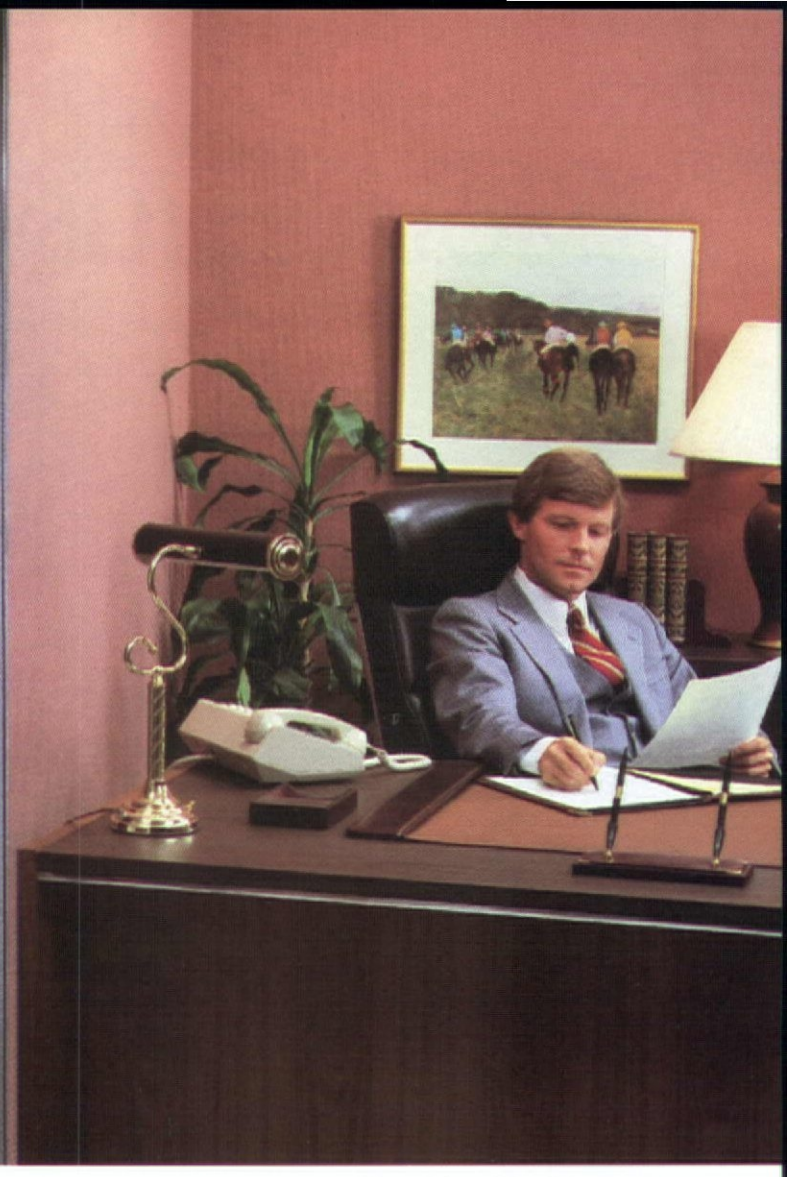


MOBILE FILING DIRECTORY

Moveable filing systems expand with electronic data growth

Company Name	Automated	Mobile Systems			Rotary Systems		Type of System	
		Manual	Mechanical Assist	Power	Power	Manual	Modular	Expandable
Acme Visible Records 1000 Allview Dr., Crozet, VA 22932 800/368-2077	●	●	●	●	●	●	●	●
Adjustable Steel Prods. 276 Fifth Ave., New York, NY 10001 212/686-1030		●	●				●	●
Aurora Steel Prods. 580 S. Lake St., Aurora, IL 60507; 312/892-7696						●	●	●
Delco Associates 55 Old Field Point Rd., Box #423 Greenwich, CT 06836; 800/243-8528					●	●	●	●
Dennison Monarch Systems MacArthur Ave., P.O. Box 4081 New Windsor, NY 12550; 800/431-4958							●	●
Eldon Office Prods. 1130 E. 230th St., Carson, CA 90745 213/518-1600		●					●	
Esselte Pendaflex Corp. Clinton Rd., Garden City, NY 11530 516/741-3200		●					●	
Filing Equipment Inc. P.O. Box 457, Ringgold, GA; 404/935-4024		●					●	●
Harbor Universal Inc. 3011 E. Pico Blvd., Los Angeles, CA 90023 213/263-9761		●						
Kardex Systems Inc. P.O. Box 171, Marietta, OH 45750 800/848-9761	●	●	●	●	●		●	
Lundia 600 Capitol Way, Jacksonville, IL 60650 217/243-8585		●	●	●			●	●
Methods Research Corp. Asbury Ave., Farmingdale, NJ 07727 800/631-2233							●	●
RHC—Spacemaster 1400 N. 25 Ave., Melrose Park, IL 60160 312/345-2500	●	●	●	●			●	
Spacemakers Inc. Foot of Cropsey Ave., Brooklyn, NY 11224 212/996-0700		●	●					●
Spacesaver Corp. 1450 Janesville Ave., Ft. Atkinson, WI 53538 414/563-6362				●				
Stacor Corp. 285 Emmet St., Newark, NJ 07114; 201/242-6600		●	●				●	●
Steelcase Inc. 901 44th St., S.E., Grand Rapids, MI 49508 616/247-9014		●					●	●
Supreme Equipment & Systems Corp. 170 53 St., Brooklyn, NY 11232; 212/492-7777	●	●	●	●			●	●
Tab Products Co. 1400 Page Mill Rd., Palo Alto, CA 94403 415/852-2400		●	●	●			●	●
Wilson Jones Co. 6150 Touhy Ave., Chicago, IL 60648 312/774-7700		●					●	
White Power Files Inc. 50 Boright Ave., Kenilworth, NJ 07033 201/272-8888	●	●	●	●	●	●	●	●
Wright Line Inc. 160 Gold Star Blvd., Worcester, MA 01606 800/225-7348		●	●	●			●	●





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Circle 67 on reader service card

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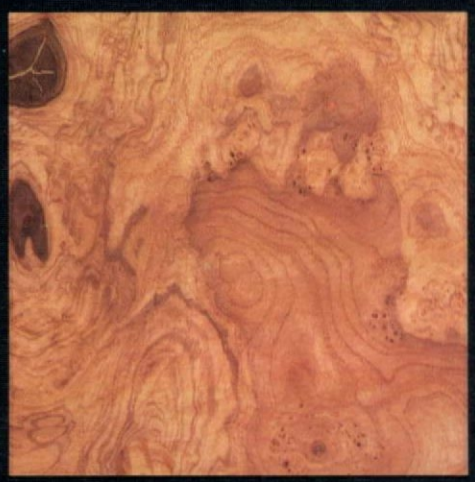
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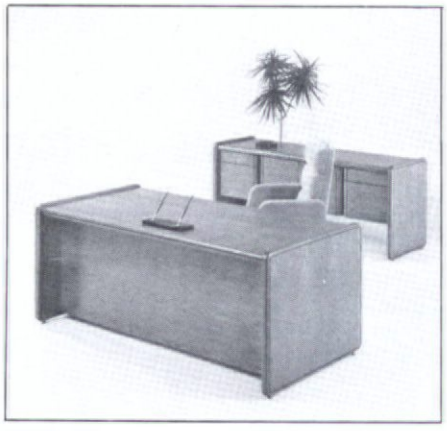
Circle 68 on reader service card

Woodgrains are design option in office furnishings market

Anderson—Trigon line of wood-grain laminate furniture includes executive desks, credenzas, and files. Contoured edges are highlighted with prism-like corners. **Circle No. 259.**

Modernfold—Spacesetter 111 panels are equipped with full-height and partial-height glazing capacity, standard solid-core doors, and side lights. **Circle No. 276.**

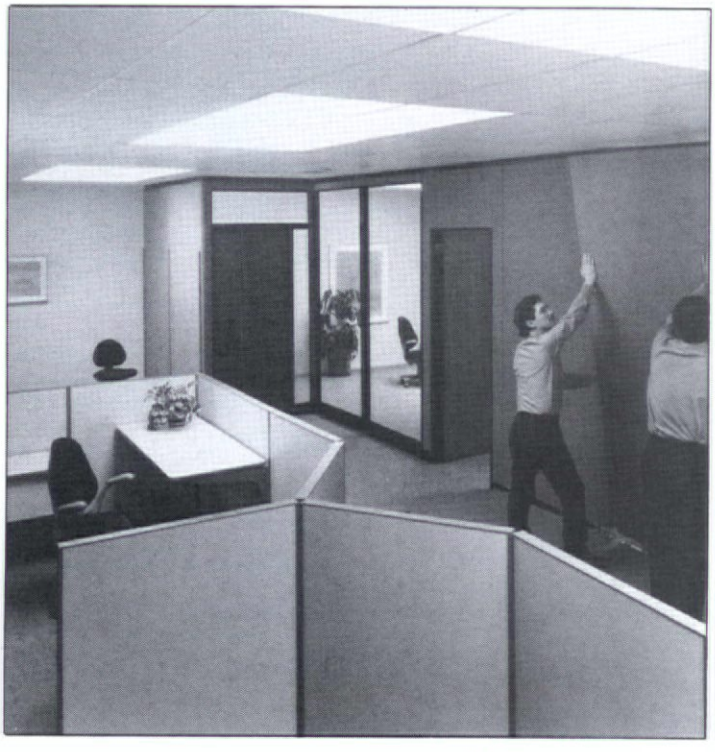
C.I. Designs—The 72-OWA executive tilt-swivel chair features solid oak arms and is available with either a clear or stained finish. A matching wood base is optional. **Circle No. 245.**



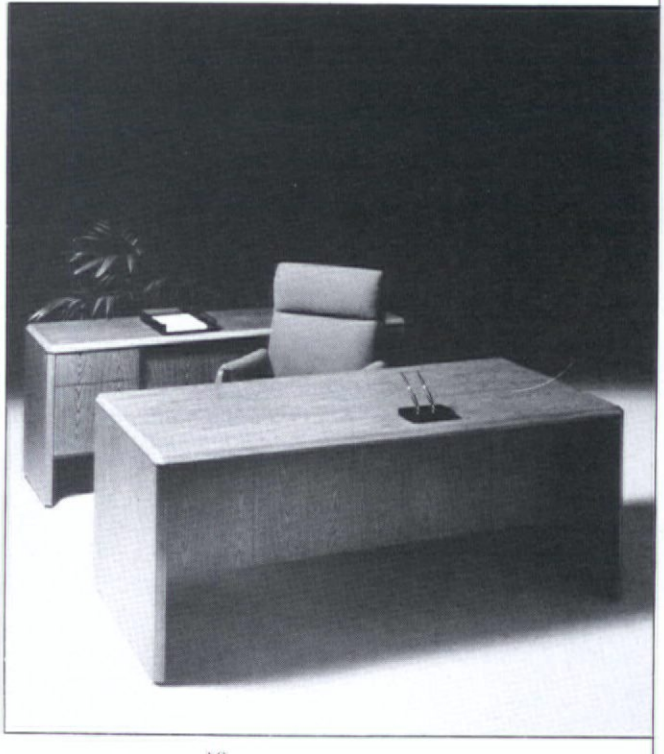
Myrtle Desk
Modernfold



C.I. Designs
Anderson



Jasper

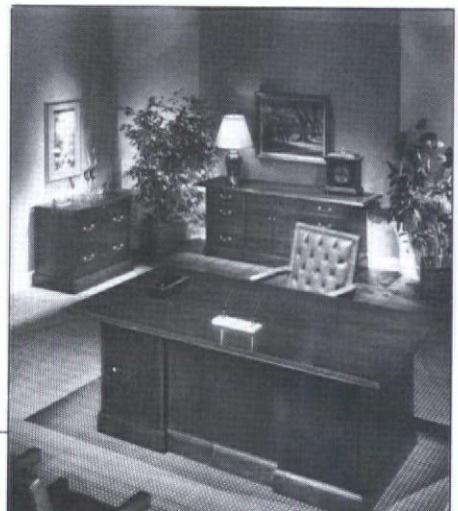


Virco

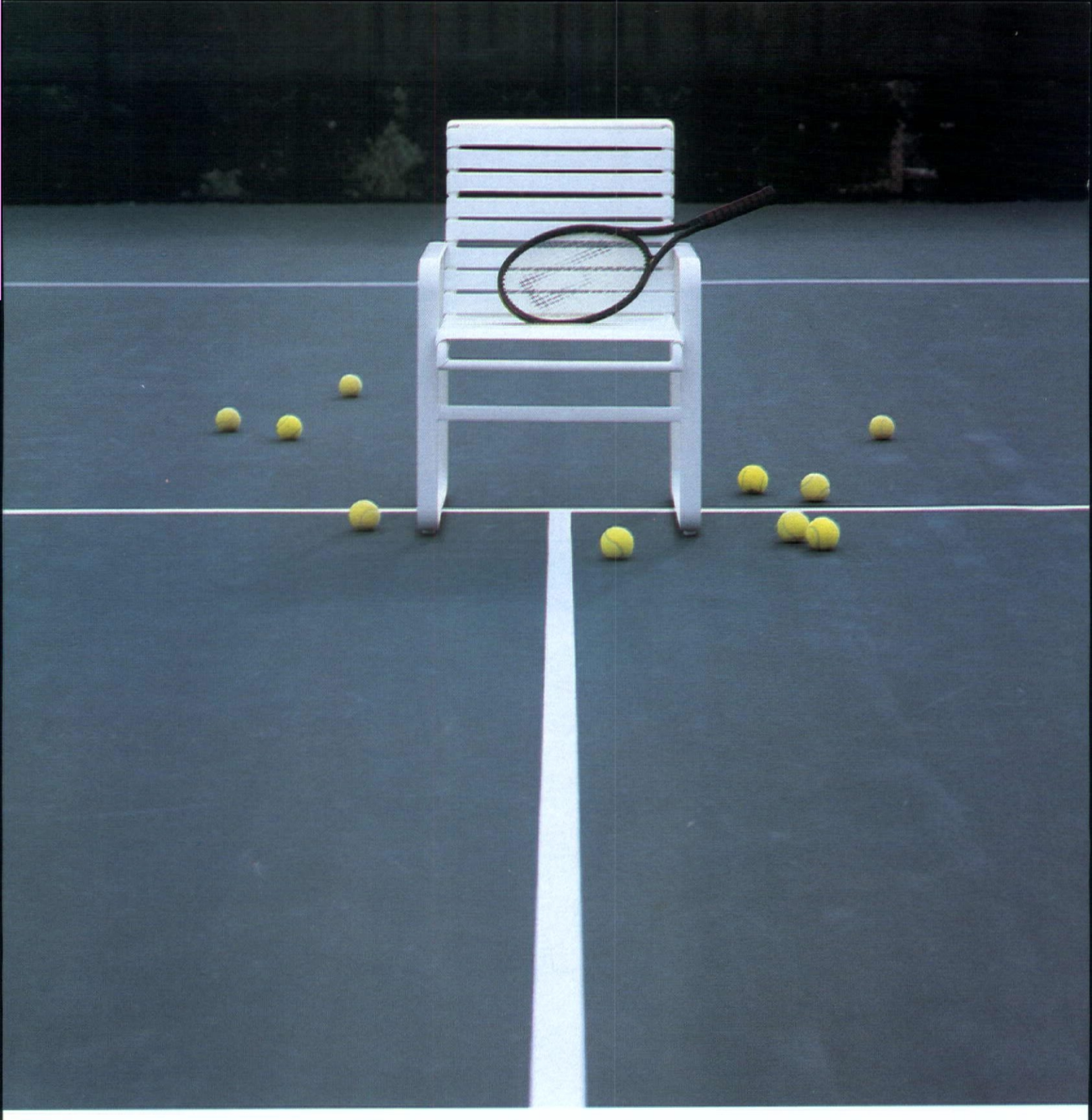
Myrtle Desk—The 9800 Series features reveal lines on end panels, outside and inside faces, and tops. Drawers are accented with solid oak. **Circle No. 266.**

Jasper Desk Co.—Challenger Series 2 has traditional styling in walnut with a dark lacquer finish. **Circle No. 267.**

Virco—Universal Data Station adjusts from 23 to 33 in. and has a horizontally adjustable top shelf. **Circle No. 223.**







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Circle 70 on reader service card

Styling features contoured detail

Cole Business Furniture—No-Nonsense Seating Series features a five-prong base, adjustable height and tilt tension, and a 360-degree rotating tilt-swivel seat. **Circle No. 236.**

HAG USA—The forward-slanting seat and supportive knee cushion of the Balans Chair distribute body weight and reduce pressure on the lower lumbar region. **Circle No. 321.**

Advanced Technology Inc.—Samos is a soft woven pattern with a natural exchange of color and texture. Resists fingerprints and is ideal for vertical surface applications. **Circle No. 329.**

Armstrong World Industries—New Suprafine acoustical ceiling panels combine small-scale geometrics with a narrow grid for an overall monolithic appearance. **Circle No. 330.**

La-Z-Boy—Adagio seat houses an engineered spring system and 3-in. contoured foam. **Circle No. 239.**

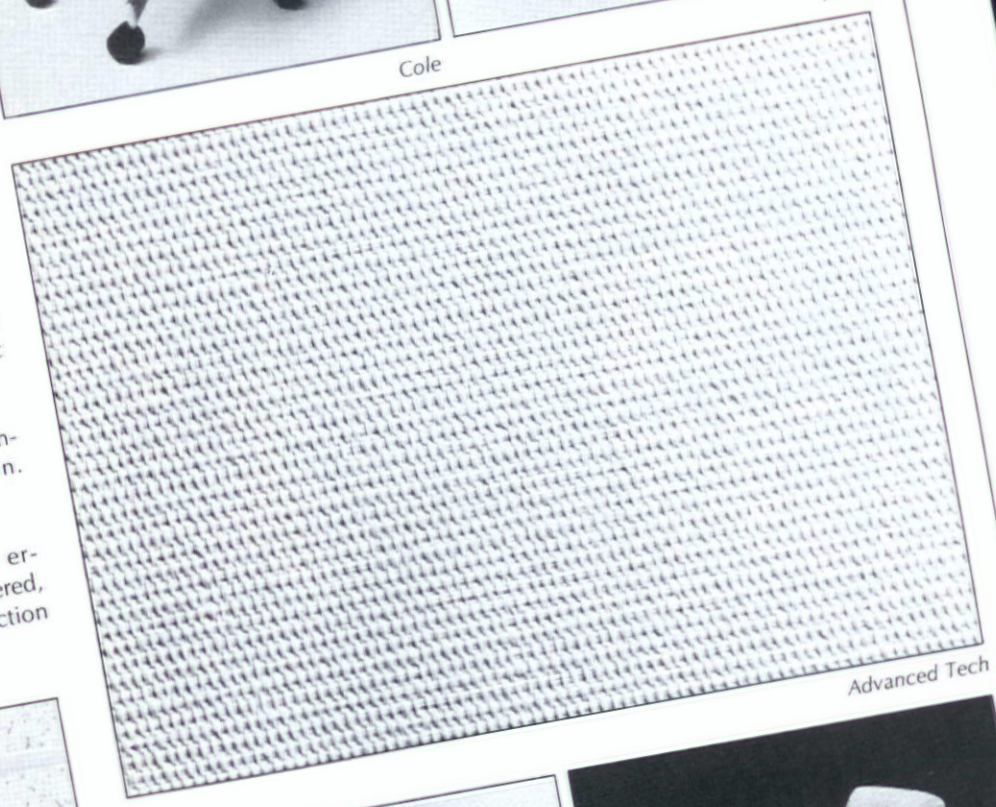
Gregson—Model 3008-1111 is ergonomically designed and engineered, and is scaled to workstation function requirements. **Circle No. 242.**



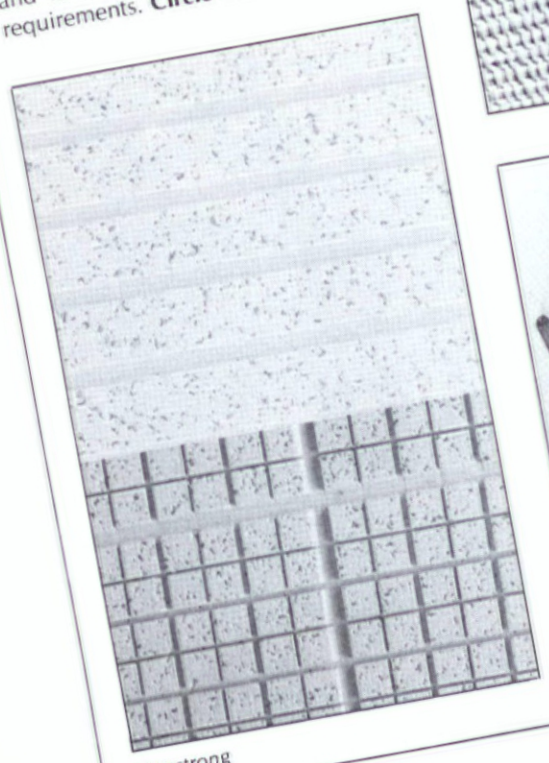
Cole



HAG



Advanced Tech



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Haller



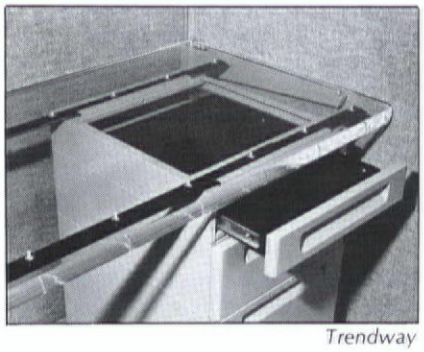
M & J Desk



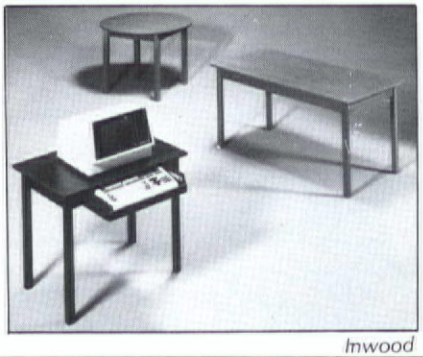
Hamilton Sorter



LUI



Trendway



Inwood

Desk drawers are suited to multiple uses

Hamilton Sorter—Modular mailroom consoles are designed for application flexibility. Available in two heights. **Circle No. 218.**

M & J Desk—Fleetwood's cabinet and doors use touch latches. Desk drawers are suspended on stainless-steel adjustable glides and ball-bearing rollers. **Circle No. 231.**

Trendway—Stac-Trac™ modular drawers have a position-locking mechanism and reaction-injection molded drawer fronts. **Circle No. 279.**

Laminates Unlimited Inc.—Elegans Series of desks, credenzas, and workstations has curvilinear form and is available in LUI woodgrains and Formica solid colors with chrome, black, or brass accents. **Circle No. 219.**

Haller Systems—Subsystems including frames, panels, tables, and organizers, are freestanding and are comprised of chrome tubes and enamelled steel panels. **Circle No. 270.**

Inwood—CRT keyboard drawers adapt to the 400 table series. **Circle No. 243.**



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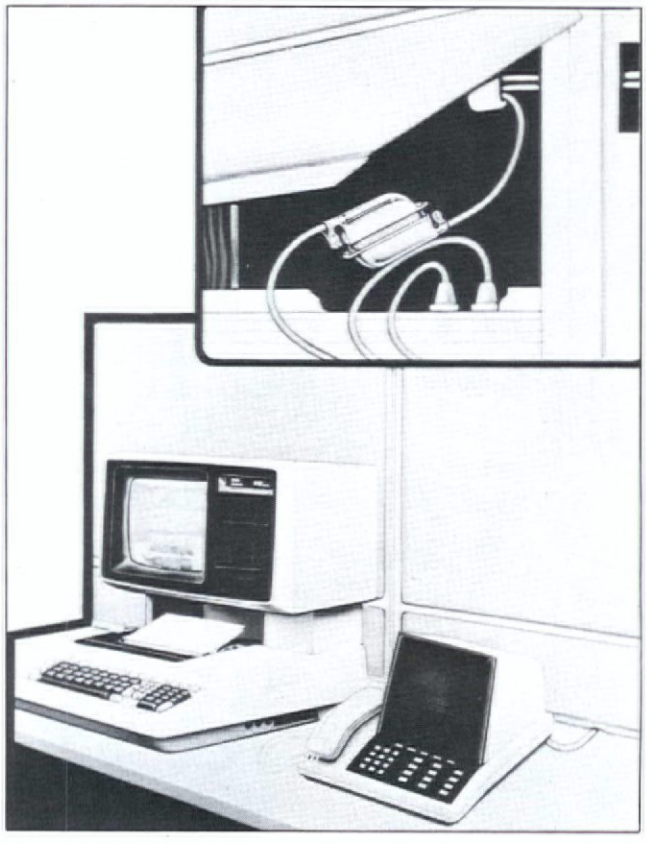
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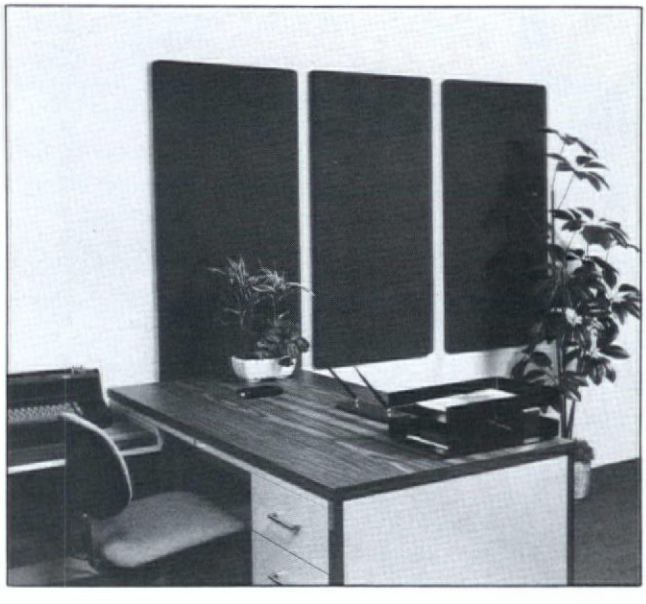
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PRODUCTS & SERVICES



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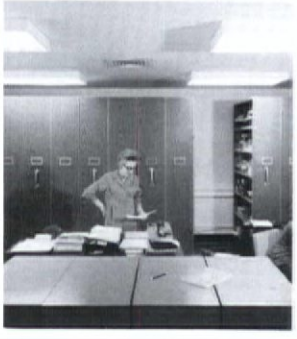
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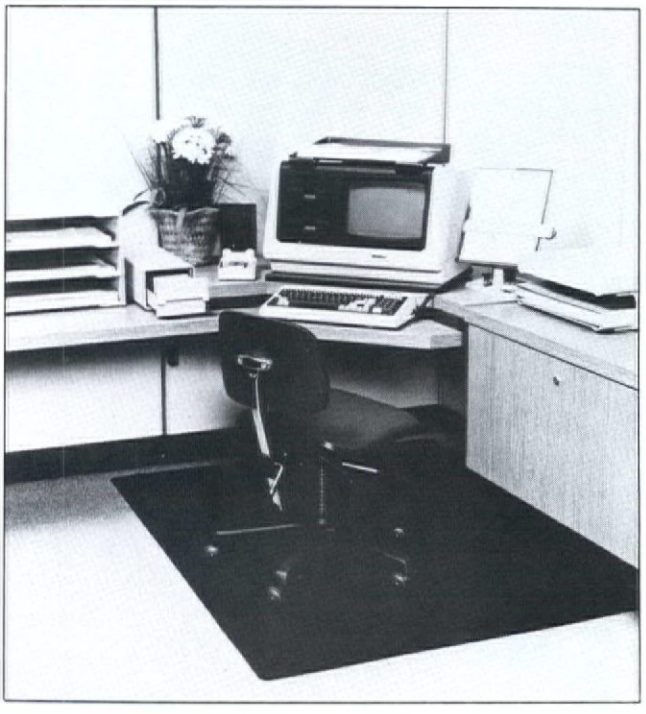
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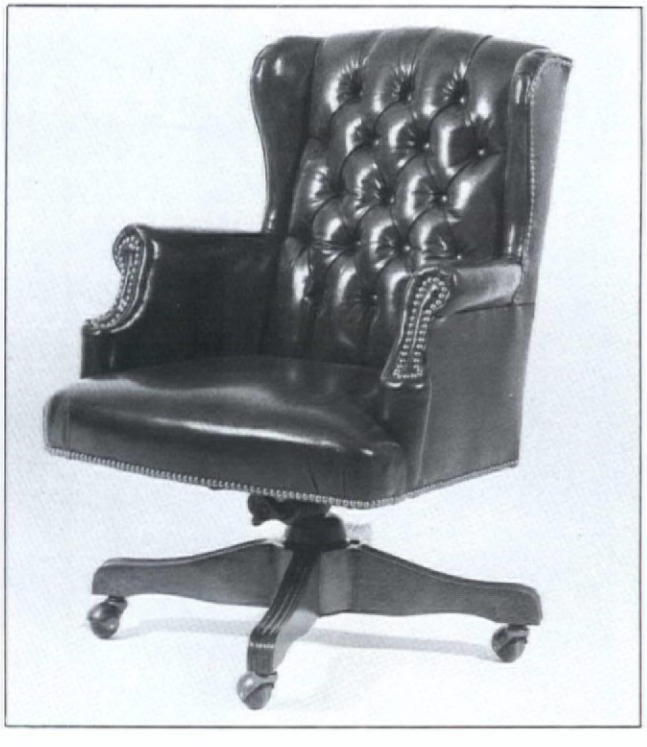
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PRODUCTS & SERVICES



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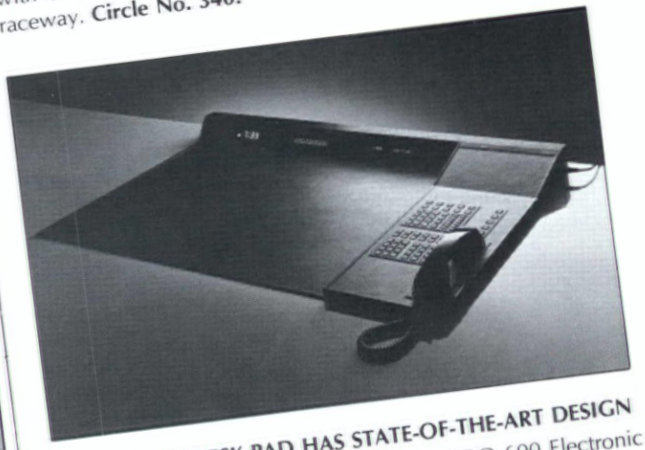
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PRODUCTS & SERVICES



MODULAR DESK SYSTEM OFFERS NEW OPTIONS

Space Age™ Cluster Desk System from **Delco Associates Inc.** offers new options and features including a divider unit which can be constructed of laminate, carpet-covered, or covered with cork. Hinged entry door permits easy access to cable raceway. **Circle No. 340.**



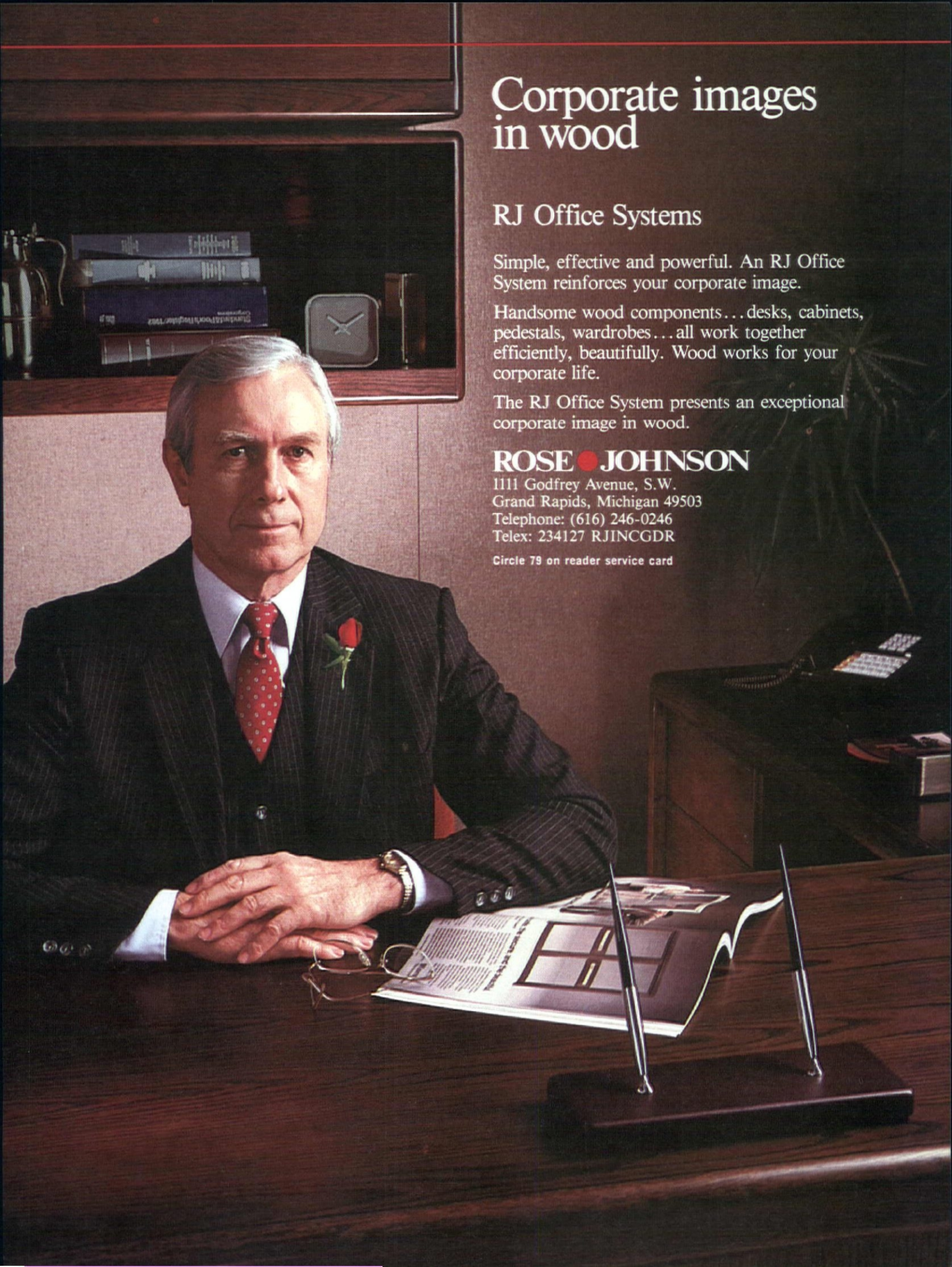
ELECTRONIC DESK PAD HAS STATE-OF-THE-ART DESIGN

Designed for executive use, **Smokador's** EDO 600 Electronic Desk Pad combines digital clock, calendar, and calculator in state-of-the-art design. Telecommunications center features automatic dialer, speaker phone, and memory storage for 100 numbers. Available in brown or black leather. **Circle No. 217.**



PAPER TRAY FEEDS VARIETY OF PRINTERS

UNPF, a new paper feeding tray from **Bretford Manufacturing Inc.,** is a steel wire basket which attaches to the legs of Bretford's Universal Printer Stand, enabling it to fit a variety of computer printers. **Circle No. 263.**



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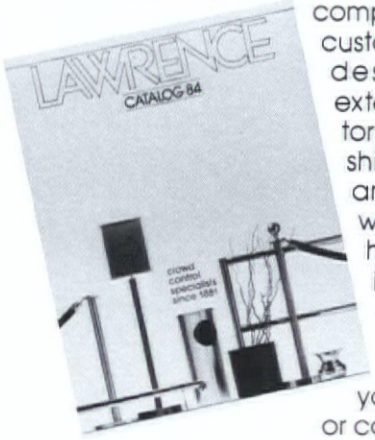
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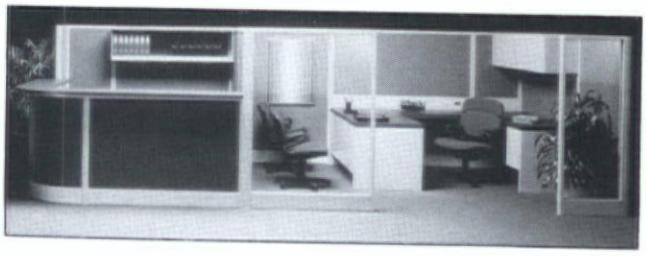
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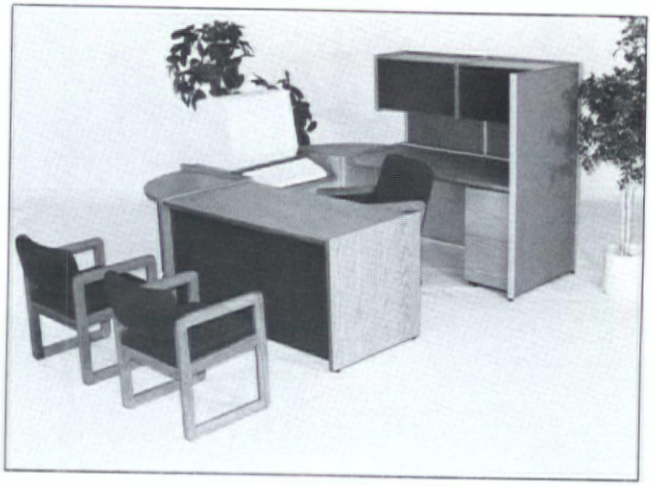
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PRODUCTS & SERVICES



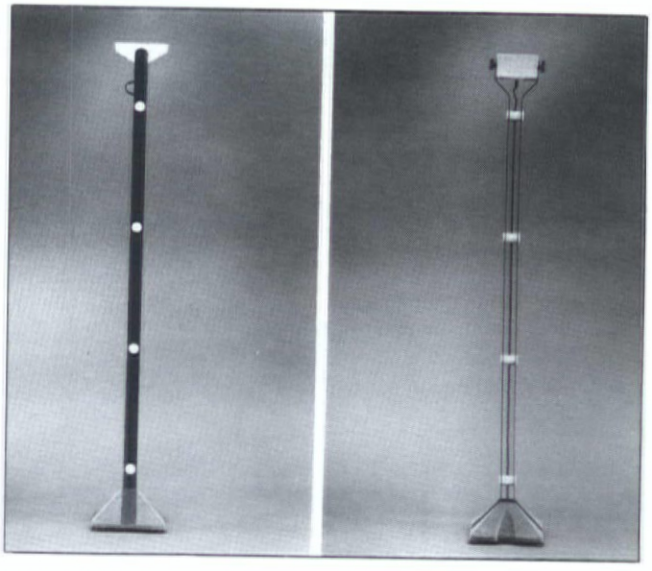
MODULAR GROUP OFFERS TOTAL FLEXIBILITY

Pleion's modular Linear Group includes desk, return, and credenza. Plexiglass panels provide visibility while maintaining privacy. Steel hang-on components are available in a variety of styles. **Circle No. 262.**



OPEN OFFICE SYSTEM IS VERSATILE

Mid-Management, an open office system from **Watson Furniture Systems,** has the versatility to accommodate a private office, open office landscape, or computer-support environment. **Circle No. 339.**



TORCHÈRE HAS SPACE-AGE LOOK

Halogen-equipped Techlinea Torchère from **Boyd Lighting Co.** punctuates twin uprights of black steel with short rods of contrasting color. Triangular hood rotates 90 degrees. Color options include bright blue, red, and white. **Circle No. 328.**

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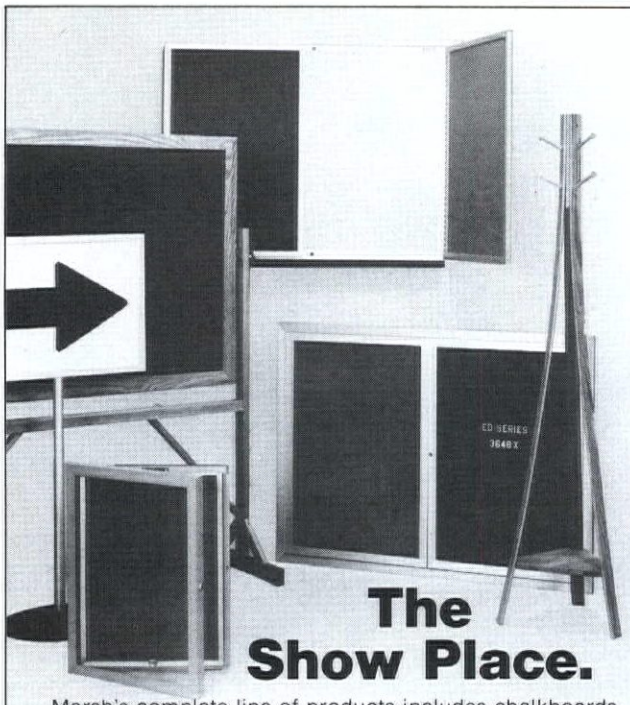
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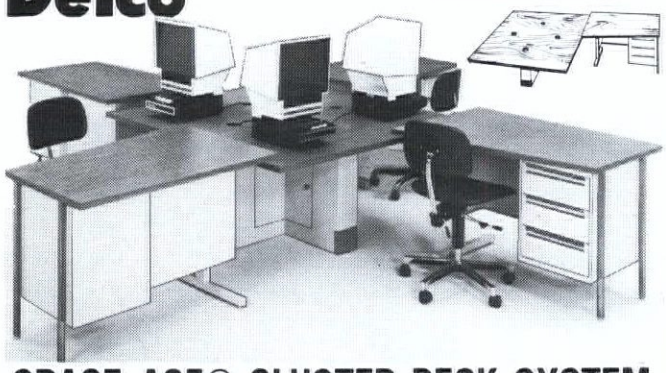
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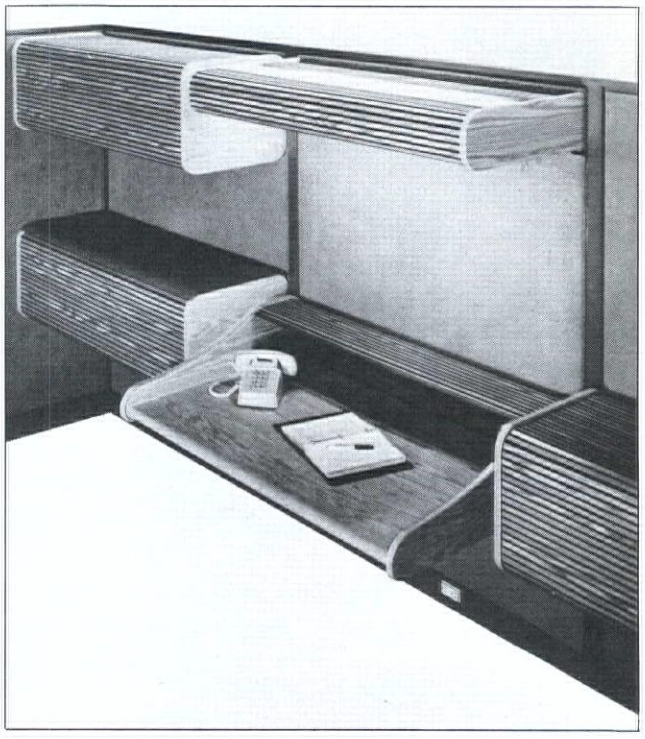
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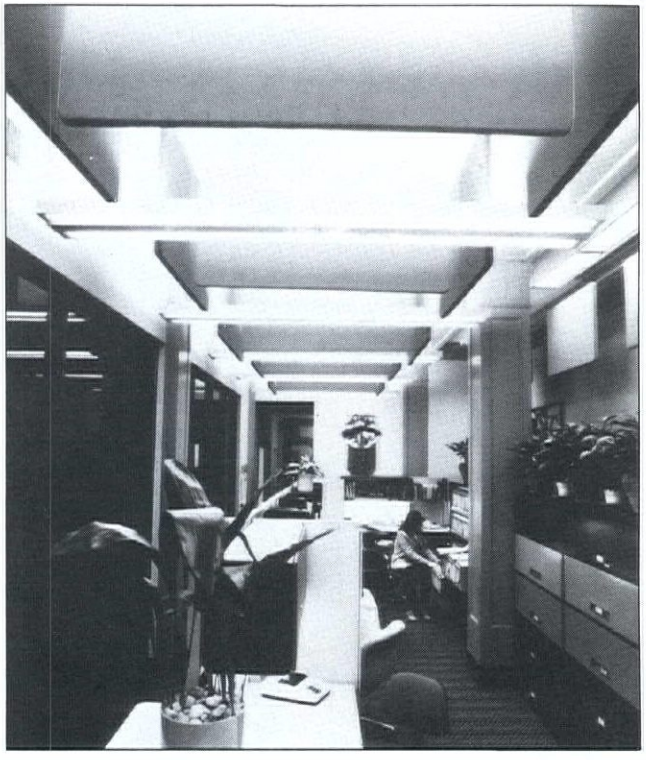
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PRODUCTS & SERVICES



FILES AND LIGHTING OFFER VARIABLE USES

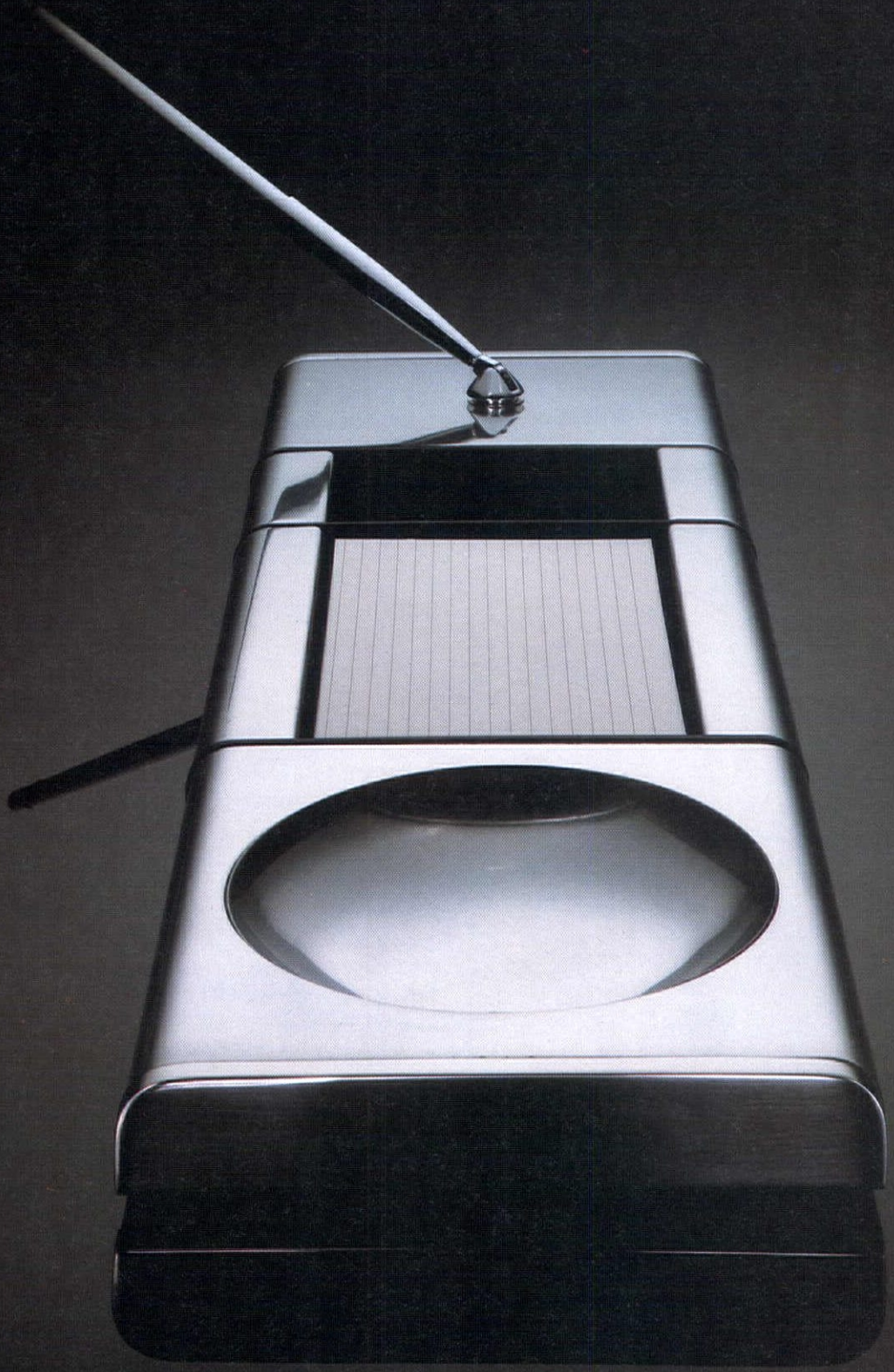
Files from **Packard Industries Inc.** can be used as shelf files, tub files, or with lateral pull-out drawers. Lighting can be task, ambient, or a combination of both. Tambour desk is standard with locks. **Circle No. 341.**



ACOUSTICAL BAFFLES ABSORB NOISE

Custom acoustical ceiling baffles from **Insul-Art Acoustics Corp.** control sound, minimize installation expense, and preserve the character of the space by keeping architectural elements intact. **Circle No. 337.**

The State of the Art Accessory System from Smith Metal Arts



radius two

Designed by William Sklaroff for Smith Metal Arts, 1721 Elmwood Avenue, Buffalo, New York 14207

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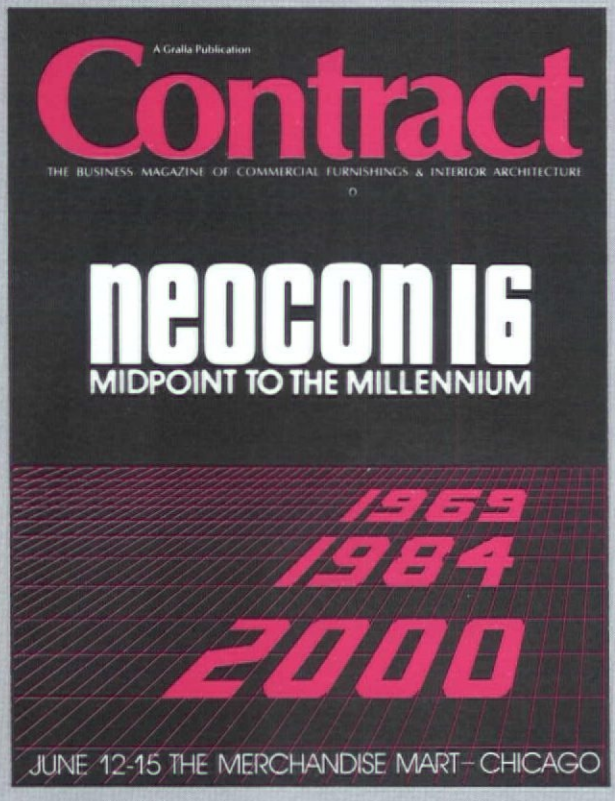
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May CONTRACT "Pre-NEOCON" Issue

May CONTRACT's "Pre-NEOCON" issue is your one best source for complete information on NEOCON 16, including details on showrooms, product introductions, seminars, etc. The issue will bring you and 29,000 specifier/buyers all the facts you need on the industry's most important contract event of the year, to be held June 12-15, The Merchandise Mart, Chicago.

Comprehensive Guide To All Aspects Of NEOCON 16
The issue will feature an in-depth look at NEOCON 16, including a floor-by-floor, showroom-by-showroom listing, plus a special easy-to-use **tear-out guide to NEOCON exhibitors.** The issue also includes a preview of NEOCON International; results of CONTRACT's salary compensation survey of the design profession; and a look at furniture/furnishings and equipment for the architectural/design office.



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According to the latest NEOCON Study, 98% of NEOCON attendees receive CONTRACT regularly, and 94% consider CONTRACT their best pre-show guide to NEOCON activities and products.* With May CONTRACT's "Pre-NEOCON" issue in hand, you'll be able to plan which floors to visit, what and whom to see, and what events to attend.

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Clip and mail this coupon for details on how May CONTRACT can deliver your ad message to over 29,000 specifier/buyers, plus important information on FREE NEOCON benefits such as pre-show mailing labels, at-show distribution and post-show bonus mailer. **Ad space closes on April 9.**

*From the NEOCON Study (1983) conducted in conjunction with The Merchandise Mart.

Gary Puro, Associate Publisher,
CONTRACT Magazine
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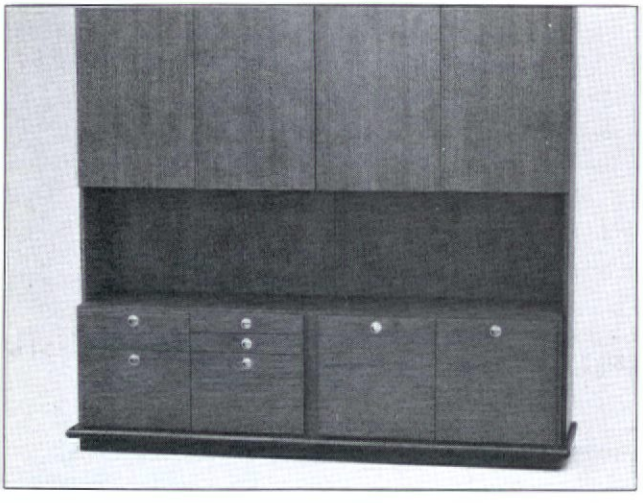
Contract

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CHROME LEGS FRAME TERMINAL TABLE

Decar Corporation's terminal table features a chrome, welded-steel leg frame design which permits 42 sitting positions and 16 sizes in L-return and standing positions. Twenty-one accessories are available. **Circle No. 342.**



WORKSPACE SERIES ADDS VERTICAL STORAGE UNIT

Dunbar has added a vertical storage unit with credenza to its S/4 Series. Storage units are available in 40- and 80-in. widths with optional task lighting and tack panels. **Circle No. 336.**



OPEN PLAN SYSTEM DESIGNED FOR ADAPTABILITY

Lista 7000 Terminal furniture has ergonomic design and provides adjustable worksurfaces, wire management, and a variety of colors and finishes. Modesty panels are available for all models. Filing and storage products complement the line. **Circle No. 344.**

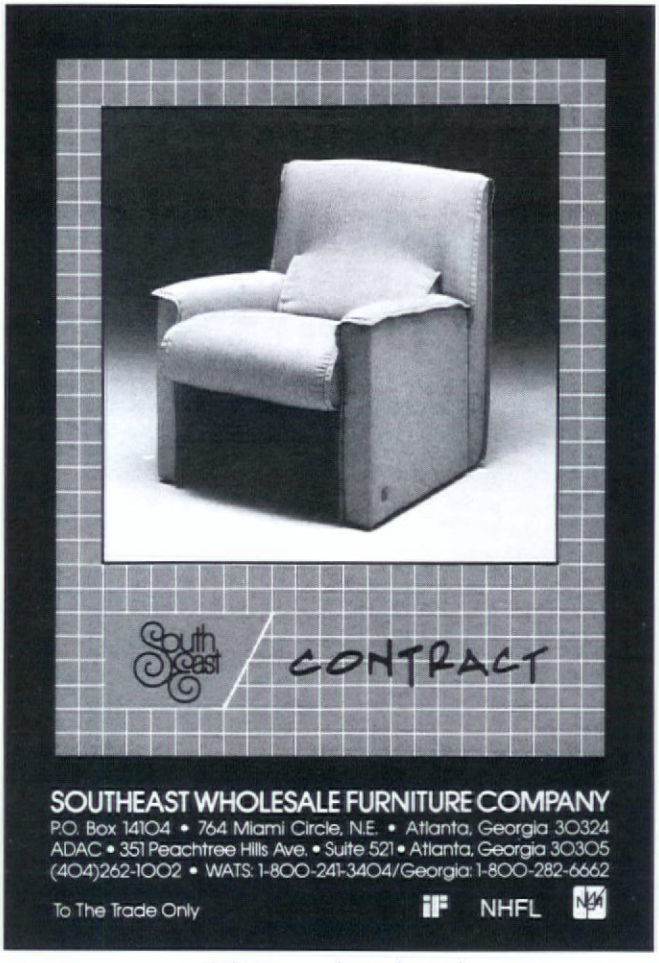
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Product Previews

The industry reports a growing demand for contemporary wood frame chairs that offer clean-lined comfort and durability yet fit into almost any decor. Here are four exceptional examples from the extensive L&B collection.



For further information on chairs shown, contact L&B Products, 3232 Lurting Avenue, Bronx, New York 10469. Or call tollfree (800) 221-8752.



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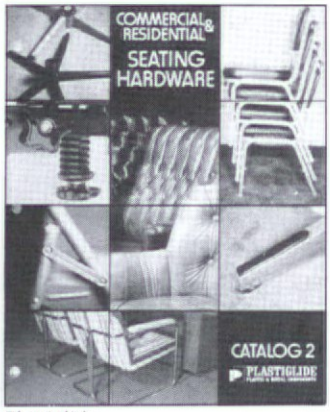
CATALOGS & BROCHURES

Key design elements for creating commercial interior wall treatments with pre-finished hardboard plank are featured in "Marlite Brand Plank & Panels" catalog from Masonite Corp. **Circle No. 310.**

Seating Hardware Catalog is a "hands-on" guide to Plastiglide Manufacturing Corporation's seating hardware components. **Circle No. 311.**



Masonite



Plastiglide

Illustrated 41-page booklet from Stripper Wallpaper Co. details wallpaper stripping. Cost of publication is $3.50. **Circle No. 297.**

The full line of Westinghouse Encore Series chairs is featured in a 10-page full-color brochure available from Westinghouse Furniture Systems. Series seating is available in three sizes. **Circle No. 298.**



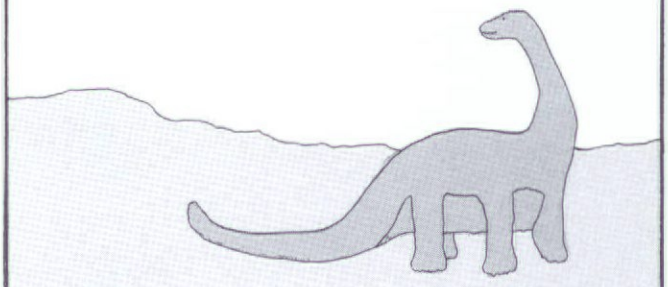
Detailed photography showing end-use of exotic wood veneers on ceilings, walls, and counters is featured in four-page brochure from Bangkok Industries. **Circle No. 307.**

Nienkamper furniture collection is depicted in full-color 30-page brochure. Chairs, tables, and credenzas are included. **Circle No. 299.**

Lawrence Metal Products Inc. offers "Lawrence Catalog '84" featuring posts and ropes, railing, turnstiles, smoking receptacles, planters, and booth equipment. **Circle No. 300.**

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MANUFACTURER'S REP

Manufacturer of contract office furniture consisting of steel cabinetry, computer support equipment, and seating has openings for manufacturer's rep in several areas of the country. If interested, please send full information including other lines carried to: Box 124, CONTRACT, 1515 Broadway, New York, NY 10036.

National Furniture Mfg. Co. of budget and medium end office chairs seeks experienced reps with a network. NOPA Districts 7,4,5. Good Commission. Send confidential inquiries to E.B.F., POB 917, Conyers, GA 30207. Attn: Don Billups (404) 922-8857.

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Growing national manufacturer of commercial and institutional seating and table products is seeking an aggressive rep for the NC, SC area and a rep for the FL area. Must call on college and health care industries. Reply with background including present lines to: Box 122, CONTRACT, 1515 Broadway, New York, NY 10036.

REPRESENTATIVE WANTED

Established manufacturer's representative with outstanding specifier lines, covering New York City (showroom and office) and Metro NY, is seeking association with a top drawer rep with compatible lines. This rep should be calling on architects and designers as well as dealers, and actively traveling Metro NY and NJ. A solid opportunity for growth and financial gain for the right pairing of individuals. Reply to Box 121, CONTRACT, 1515 Broadway, New York, NY 10036.

REPRESENTATIVES WANTED

Progressive manufacturer of acoustical screens, partitions, wall systems, wall panels and baffels seeks aggressive organizations. Choice territories open. Send resume to: Polychromic Designs, Attn: Larry Silberman, P.O. Box 354, Bellmore, NY 11710.

Manufacturer of wood office furniture seeks experienced reps. Territories available are NY, Eastern PA, Colorado, Utah, Montana, Minnesota, North Dakota, South Dakota, Washington and Oregon. Send resume or call (812) 683-4848, Ron Merder, OFS, P.O. Box 100, Huntingburg, Indiana 47542.

SALES— OFFICE FURNITURE

We are seeking a SALES REPRESENTATIVE for our progressive, design oriented dealership in the NJ/NYC Metropolitan area. Successful sales experience in Contract furniture or related field is a requirement. We offer an attractive compensation plan and full support services. Send resume to President, BFI, Box 6019, Elizabeth, NJ 07202.

ART REP with clients including art consultants, architects and interior designers wanted for established artist with standard line of sculptural tapestries and commissioned works impressive in public areas. Reply: Box 12194, Birmingham, MI 48012.

SALES REPS WANTED—We're looking for reps exp'd in contract sales to call on designers, architects and furniture manufacturers, selling our upholstery line. Backed by national advertising, sampling, PR, etc. Several territories with great potential. Reply Box 119, CONTRACT, 1515 Broadway, New York, NY 10036.

REPRESENTATIVES WANTED

ORIENTALS

Sales Person to sell oriental made rugs for Commercial. Our rugs sold to (Holiday Inns) Hotels, restaurants, banks, offices with Track Record.

Mark's International
Oriental Rugs & Carpets
5512 Johnson Dr.
Mission, KS 66202
(913) 722-2242

WANTED
SALES REPRESENTATIVE

Wood Office and Contract Furniture Manufacturer seeking exclusive sales representation for Southern California. A complete line of case goods, seating, and systems is available. Candidate must have strong office furniture background with sales experience focused on specifiers, architects, interior designers, and corporate end users. Send confidential resume to Box 125, CONTRACT, 1515 Broadway, New York, NY 10036.

AGGRESSIVE SALES REPS OR DISTRIBUTORS WANTED

for innovative national manufacturer of acoustical wall panels, baffels and banners. Must have contacts in the acoustical market. High commissions afford excellent opportunity to earn big $. Choice territories available. Send a detailed letter on your organization including: lines carried, territory covered and a brief history of your sales success to P.O. Box 100, Jericho, NY 11753.

SALES REPRESENTATIVES

Long-established manufacturer of portable acoustic partitions and panels, eminently suitable for open plan office layout, computer work-stations, etc., has the following territories open: Florida, Georgia, North and South Carolina, Texas, Louisiana. Our advertising program consistently generates a substantial volume of leads from dealers, architects, designers and corporate and institutional end users. Please reply to: Box 116, CONTRACT, 1515 Broadway, New York, NY 10036.

SITUATIONS WANTED

SPECIAL RATES ARE AVAILABLE FOR THOSE SEEKING NEW CAREERS. CALL US TOLL-FREE 800-223-6767 FOR MORE INFORMATION.

MISCELLANEOUS

ATTENTION: Contract furnishers, architects, designers, and dealers send us your brochures. CONTRACT Magazine is often asked by corporate representatives to provide them with qualified names. Mail to Sales Manager, CONTRACT Reader Brochures, 24th Floor, 1515 Broadway, New York, NY 10036.

HELP WANTED

MANAGEMENT OPPORTUNITIES ($30-$100,000)

20 yrs. exp. in the Search and Placement of mid to upper level executives on a national basis. Our nationwide clients seek Sales and Marketing Managers, Manufacturing and Engineering Executives, V.P.'s and Presidents with Contract Furniture experience. Client co's assume all costs. Contact in strictest confidence: Yvonne Crawford, Contract Dept., COOK ASSOCIATES, INC., 35 E. Wacker Dr., Chicago, IL 60601. 312/263-1119.

SALES-
OFFICE FURNITURE

Due to rapid expansion, one of N.Y.'s largest office furniture companies is looking for two experienced contract sales people. Candidates must be able to deal with people up to corporation president. We offer a lucrative commission program, company benefits and a chance to work with a leader in the industry. Please send resume to: Box 337, CONTRACT, 1515 Broadway, New York, NY 10036.

THE FURNITURE AGENCY INC.

We have job opportunities for all levels of management, supervision and sales in Contract Furniture and related industries. All costs paid by client company. Applicant and client company inquiries invited. P.O. Box 53, High Point, NC 27261 (919) 885-2095.

SALES MANAGER

Office Chair Mfg. desires experienced growth oriented Sales Manager willing to travel and keep in constant touch with our reps. Must have excellent marketing skills and proven sales track record. Box 123, CONTRACT, 1515 Broadway, New York, NY 10036.

SALES OPPORTUNITY FOR RIGHT PERSON

Dealer Salesperson or Designer with NYC following. Profit sharing & partnership possible. Unlimited potential. Send resume in complete confidence. Reply to Box 289, CONTRACT, 1515 Broadway, New York, NY 10036.

INTERIOR DESIGNER

Position available with growing contract design firm for assistant interior designer. Qualifications must include college degree and experience in commercial work; particularly restaurant and hotel design, space planning, knowledge of contract sources, specifications and good presentation skills. Please submit resume, salary history and any available photos or slides to:

One Design Center, Inc.
112 E. Washington Street
Greensboro, N.C. 27401
Attn: Linda Higgins, IBD, ASID

REGIONAL SALES MANAGER

Fast growing wood office furniture manufacturer with full line of seating, casegoods and systems, is seeking a REGIONAL SALES MANAGER for the Western half of the U.S. The position involves extensive traveling, as the successful candidate will be located in Chicago and work out of our showroom office at the Merchandise Mart. Preference will be given to applicants who have a degree in marketing or business administration and have extensive experience in a sales management or supervisory position in the office furniture industry. Send complete resume to: Krug Inc., 111 Ahrens St. West, Kitchener, Ontario, Canada N2H 4C2, attn: Vice President, Marketing. (519) 743-8281.

HELP WANTED

NEW PRODUCTS WANTED

Aggressive furniture accessory manufacturer and marketer seeks new and exciting products for the furniture of the future. If you have a design, idea, or product for new and innovative home, office, or computer furniture parts or accessories, we'd like to review it with the possibility of making and distributing it. Send designs or samples via "Registered, Return Receipt Requested"—mail to: Doug Mockett & Company, Attn: R.G. Crump, Box 3333, Manhattan Beach, CA 90266.

PARTNER WANTED

Well-established Contract Office Furniture Dealer in New York City has excellent financing and established lines of credit. Looking for a sales-minded individual (female or male) WITH A FOLLOWING. No investment required. Send details in complete confidence to: Box 305, CONTRACT, 1515 Broadway, New York, NY 10036.

FURNITURE COMPANY

Reputable Contract/Residential Furniture company (no manufacturing) looking to be acquired or merged. Good location, favorable New York and Chicago showroom leases. Reply to Box 126, CONTRACT, 1515 Broadway, New York, NY 10036.

LINES WANTED

Aggressive, well established Mfr. Rep. group with S/R facilities, calling on the Contract, A & D community, seeking a superior quality wood furniture line with related systems for Tx., Ok., Ar. & La. Box 318, CONTRACT, 1515 Broadway, New York, NY 10036.

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